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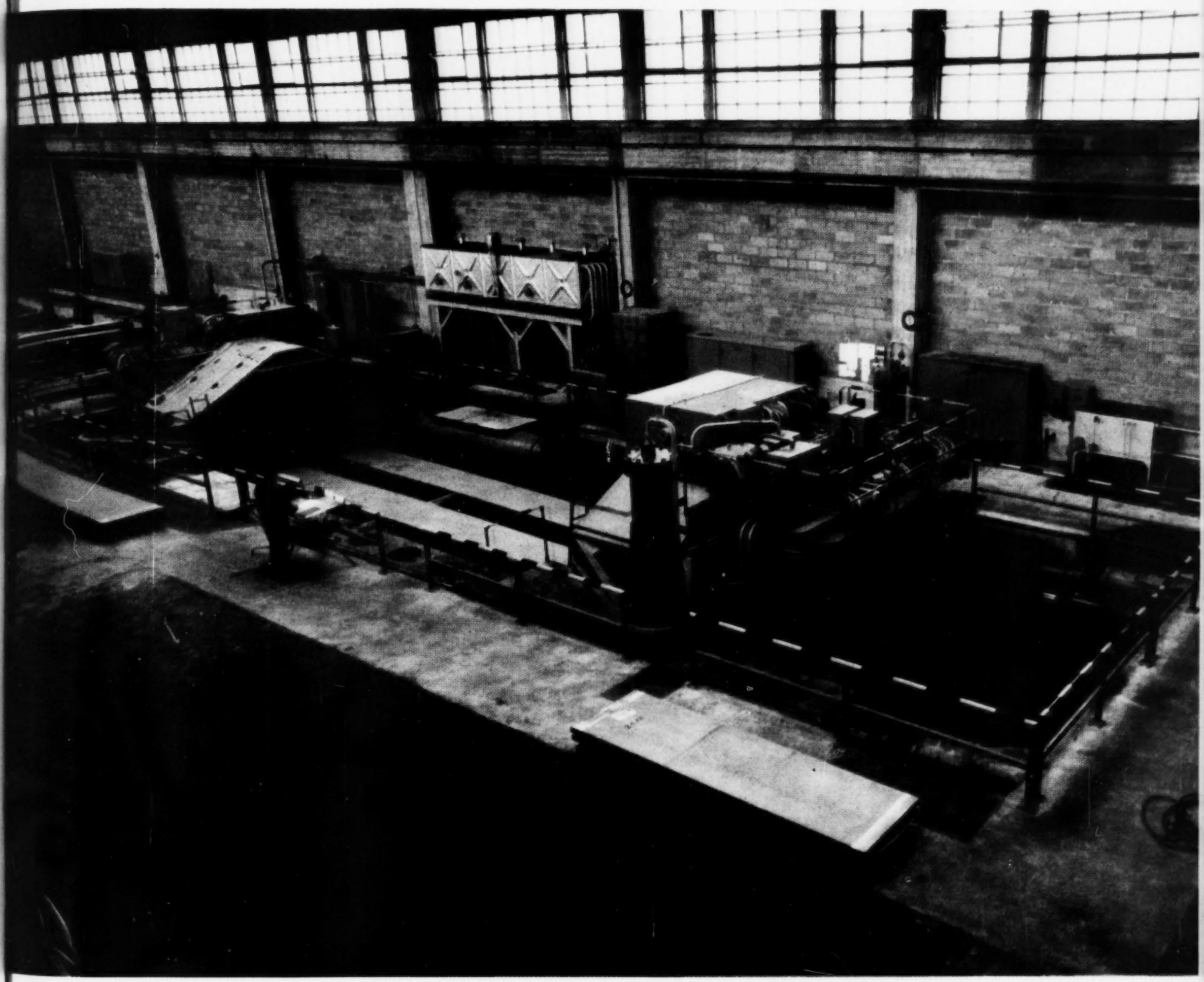

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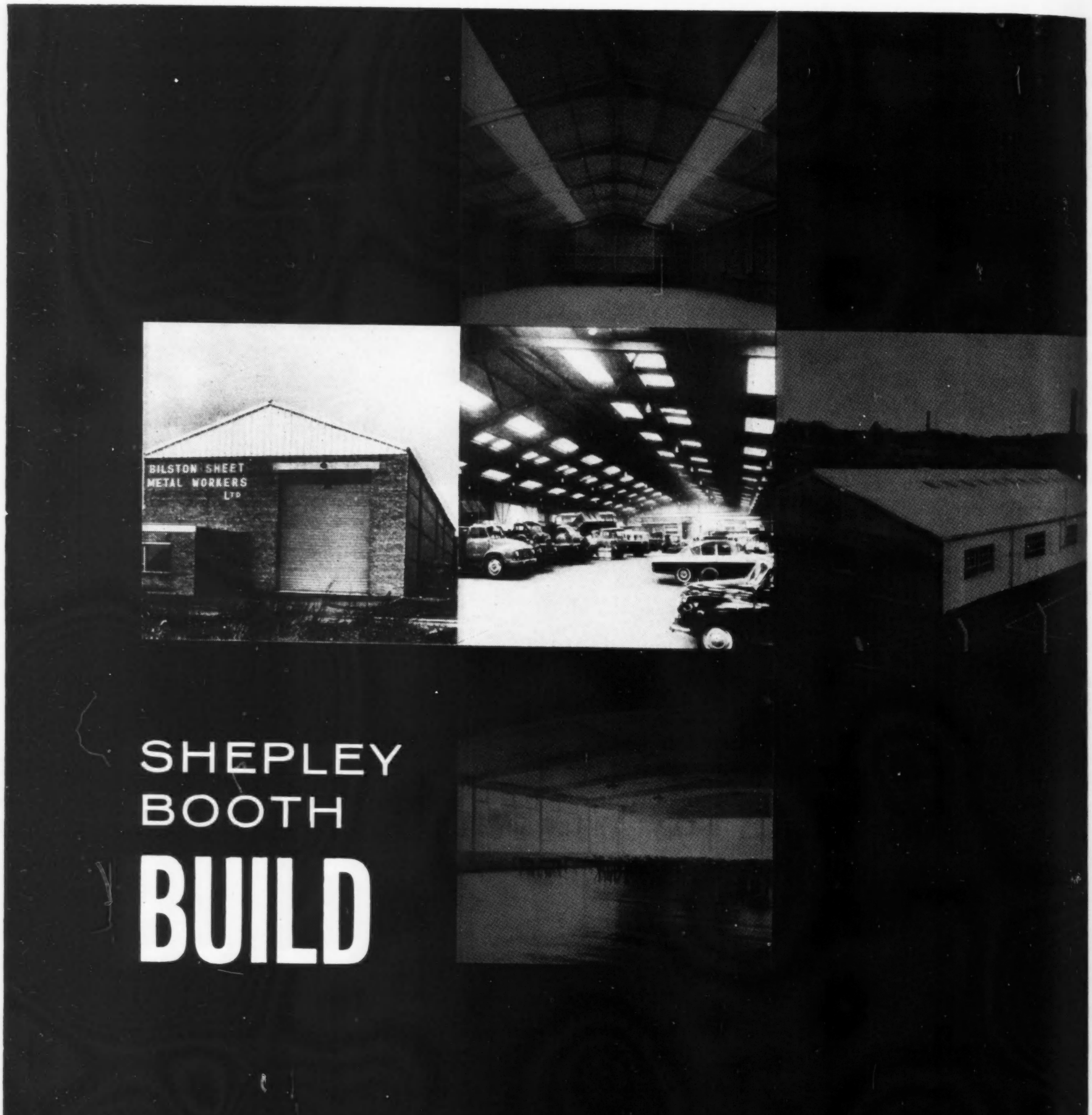

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Front cover photograph

One of the world's largest aluminium plate stretching machines made by Fielding and Platt Ltd. of Gloucester is now in operation at the Issoire factory of CEGEDUR, France's leading aluminium manufacturers. The stretcher which weighs some 850 tons, cost £350,000. It has a stretching load of 3,900 tons and can accommodate aluminium alloy plates, 50 ft. long by 10 ft. 8 in. wide and up to 7 in. thick. Following its successful installation, well within the contract period, inquiries for similar machines have come from other European countries including Russia.

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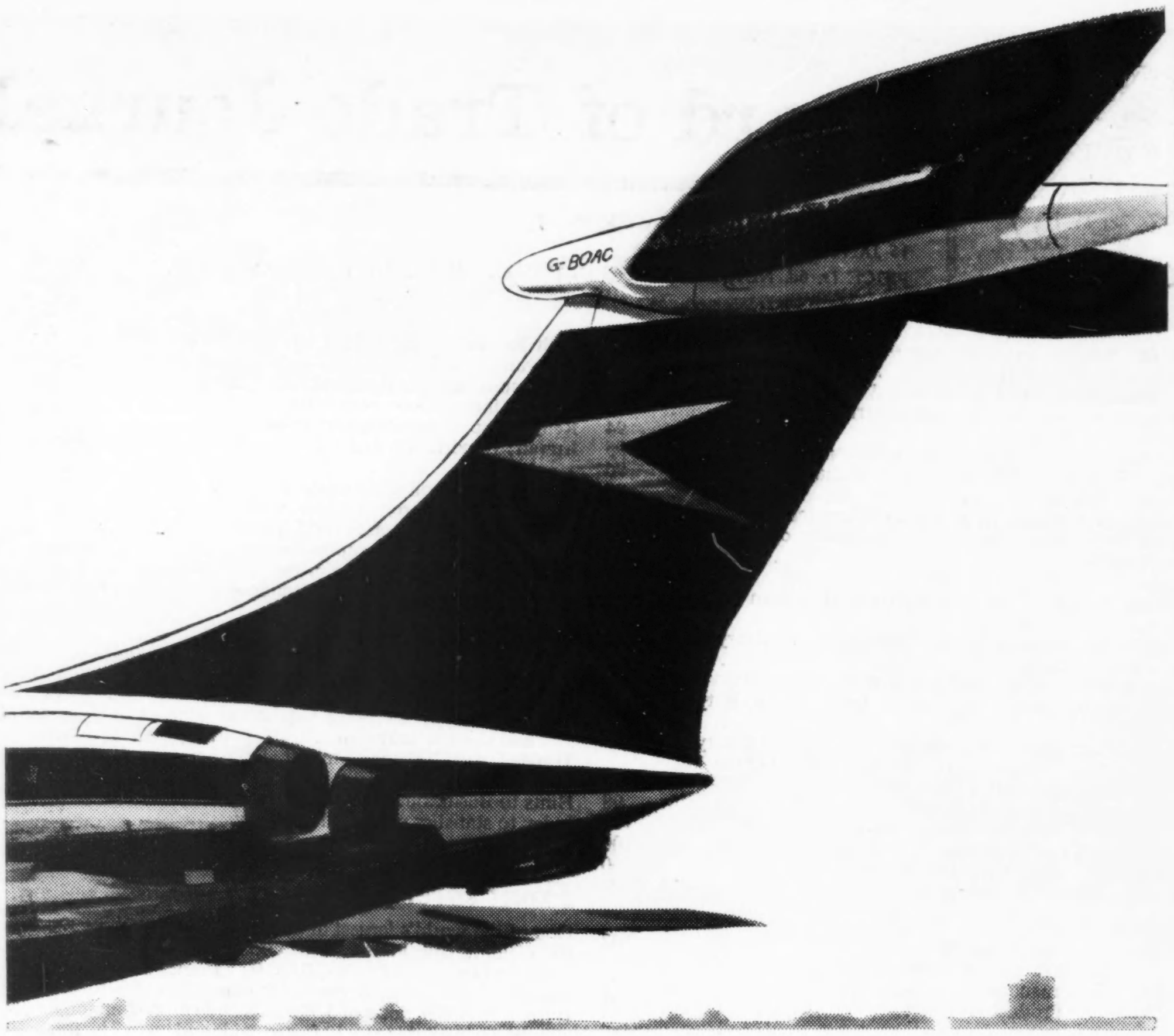
Orders for reprints should be addressed to the Director of Publications (P.12), H.M. Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.1.



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GOVERNMENT SERVICES FOR EXPORTERS—II

How the Board of Trade can help exporters

BY A SPECIAL CORRESPONDENT

The first article in this series (published in the *Board of Trade Journal* on January 1) dealt with the unification of the official overseas services. Subsequent articles will outline the work of the Board of Trade's regional offices, the Export Credits Guarantee Department and the Central Office of Information, together with contributions by representative commercial officers overseas.

MANY EXPORTERS must think enviously of the days when a merchant could load up his ship and sail off for some uncomplicated bartering on a tropic shore. Mid-twentieth century foreign trade has grown into a complex science, embracing knowledge of the intricate commercial laws of foreign countries and their technical standards affecting voltage supply, weights, measures, etc.; market research, advertising, sales psychology, packaging, credit finance, insurance, etc., etc. And this is no remotely controlled science. Much still depends upon the exporter's physical presence in his overseas market, though today his field of potential customers is larger and the internal conditions of the country he is visiting subject to more rapid change than ever before. Unless he belongs to an exceptionally large organization with experience and influence all over the world, a would-be exporter could have a difficult time.

But every British merchant who wants to export can summon the services of just such an organization – an organization with over 200 overseas offices, with a large collection of information on the marketing of almost every product in practically every part of the world, and instant access to precise, up-to-date facts about tariff and import regulations of countries overseas.

Free information facilities

All these facilities are provided free of charge by the Government. They cost no more initially than the price of a letter, telephone call or telex to the export section of the nearest regional office of the Board of Trade (see *Board of Trade Journal* for list of addresses) or to the headquarters of the Export Services Branch at Hillgate House, Old Bailey, London, E.C.4. The highest and only other charge will be for any out-of-pocket expenses incurred.

Information is a vital tool in exporting, and the staff of Export Services Branch are specialists in commercial information. They know which countries are most likely to provide a market for specific products. They have much information about market prospects, business conditions, local production and imports, local tastes and peculiarities, trading methods and other foreign competition.

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Statistics and Market Intelligence Library at Hillgate House. This is a modern, well-equipped library of over 85,000 volumes. It has a reading room for visitors and a document-copying service. There are trade directories covering 150 countries and an expanding collection of trade catalogues of foreign manufacturers.

In other words, the Export Services Branch can do the preliminary research which can establish in principle whether a market exists for a product and where that market is. This can save an exporter time, trouble and money. The Government can-

Mr. Douglas Jay, President of the Board of Trade, visited the Export Services Branch of the Board at Hillgate House, London, E.C.4 recently and is seen here (left) in the Export Library with Mr. H. Birtles, Director of the Branch.

not export for a firm, but from its accumulation of experience and knowledge it can give the answers to a great many questions and it can give expert advice on a great many export problems.

Where the Branch cannot give the answer to an export inquiry they know where to get it quickly, either through direct reference to one or more of the foreign service commercial officers at our embassies and consulates in most foreign countries or from trade commissioners in Commonwealth countries or through their own very wide range of contacts in industry and commerce throughout the United Kingdom.

Each case is treated individually so, of course, the advice given may vary. Generally speaking, given satisfactory design, price and delivery conditions, most British goods will find an outlet overseas, but what the Export Services Branch can do is to find the right countries for a product's sales. Sometimes this advice may not seem to match the exporter's own enthusiasm for his product, which he believes could be sold all over the world without any difficulty at all. The Branch might counsel selling first to two or three nearby countries as a pilot venture. This caution is well justified. Time and again experience has shown that a world-wide approach by the small- or medium-sized trader which cannot be followed up properly may prove disastrous, and the export sales of an otherwise excellent product may be jeopardized. The Branch

hold that it is far better to establish a product firmly in the nearer markets and then to repeat the process.

It might be suggested that the best solution in a particular case would be to sell through an established export merchant with many years' experience of a particular product and the markets in which it sells. In such a case the manufacturer would find that there was very little difference from selling in the home market.

Let us assume that there is an overseas market and the Export Services Branch have advised the best method and the best places in which to sell these goods. The exporter may decide to sell them himself, in which case he may come up against the problems of customs duties, import licences, quotas, certificates of origin, consular invoices and fees, food and drug regulations, trade and merchandise marks, import of samples, and so on.

Much of this procedure can be handled by a specialized shipping and forwarding agent or by the exporter's bank. Not very many companies are able to set up their own selling companies overseas, and one of the biggest problems in exporting is always how to establish connections with really good agents or representatives. Here, again, the Branch can be of great help. They first compile, with the exporter's help, a full statement about the product and its requirements. Using this brief as a guide, the Branch then consults the commercial officer in whichever of the overseas countries it is intended to sell. The purpose of the commercial officer's existence is to help British traders, and his job is to know as many of the industrial and commercial community as possible in the country in which he is based.

It would be easy to compile a card index of likely prospects, but the commercial officer goes out to meet his contacts, and his suggestions are made on the basis of his personal knowledge and experience. Having approached his nominees to establish interest in the product and willingness in principle to go further with the proposed agency or representation, the commercial officer generally makes two or three careful suggestions for any agency. Naturally, the final decision about appointment rests with the exporter. The Branch do not believe that satisfactory agency arrangements can be concluded without personal contact between the principal and the prospective agents, and almost certainly in consultation with the production and technical staff. It is often a good plan to bring the agent to this country for a short technical course in the factory where the product is made.

The importance of personal contact

The Branch are firm believers in personal contact, particularly between exporter and agent, and preferably on his home ground. Because of this they are anxious and willing to do all they can to ease the path of business men travelling abroad. All the exporter needs to do is to contact the Branch or his local regional office, giving full information about his visit and its purpose. They will provide background information, general advice and will arrange introductions.

Among the general advice will be one or more of the booklets in the 'Hints to Businessmen' series. These are easy-to-read, up-to-date, well-designed and constantly revised guides to trading conditions in practically every country of the world.

The Branch will go still further. They will write to the commercial officers or trade commissioners in the countries to be visited, giving him all the relevant information. These officers can make arrangements for introductions where they are needed, and can collect all sorts of useful information to be presented on arrival. Often they are able to arrange publicity in locally based newspapers, trade journals, radio or television. The Branch do not undertake to provide publicity in the United Kingdom, but details of the overseas visit can be published in the *Board of Trade Journal's* 'Export Tours' section.

The importance of these services to travelling British businessman can hardly be over-emphasized. On a purely routine level they considerably reduce the time the visitor takes to get his business done, while often the commercial officer can provide information or advice which will make all the difference to the

Mr. E. C. Redhead, Minister of State (Overseas), Board of Trade (left), inspects the Export Shop on Ludgate Hill, London, E.C.4, accompanied by Mr. H. Birtles, Director of Export Services Branch, and Mr. W. T. Pearce, Deputy Director.

effectiveness of the visit. The visit, incidentally, cuts both ways. The exporter might well be able to provide the commercial officer with information which could improve the value of his service.

Reports on commercial status

One of the most useful of the Export Services Branch's services is the provision of information on the commercial status of overseas firms. This is not credit or financial information, which is better obtained through such specialized sources as banks and credit reporting agencies. But if an exporter wants to know the standing in its own territory of an overseas firm, the scope of its activities, the size of its organization, and so on, the Branch will be able to provide this information – with special reference to the overseas officials if necessary.

This information, given on a confidential basis, builds up a very valuable picture of the overseas trader; what is thought about him by the trading community in his own market, the extent of his operations, how many people he employs, how many branches he has, whether he maintains his own warehouse, and so on.

Settling commercial disputes

There are many other ways in which the Export Services Branch can help the British exporter. The Branch will do all they can to help in the settlement of any commercial dispute which may arise between the exporter and his agent providing that this has not become the subject of legal proceedings. Often an exporter may feel that he would be in a better position to compete with foreign sales if he knew just what his competitors were selling. The Branch can sometimes help by obtaining catalogues, trade literature and so on published in the market and, where size presents no problems, can often buy sample goods, parts of components which can be examined and tested. The only charge made for this is the

actual out-of-pocket expenses for the purchase price and transport costs.

The '*Export Service Bulletin*'

Then there is the Branch's publication, *The Export Service Bulletin*, which provides a comprehensive service of detailed information every day from Monday to Friday. The *Bulletin* provides detailed information about export opportunities overseas such as foreign buyers seeking British sources of supply for particular goods and overseas agents looking for British principals with a view to introducing British goods into their markets. There is a continual stream of details about contracts put out to tender by overseas governments, municipalities and similar bodies, as well as advance information about openings abroad in connection with public utility works such as public buildings, power stations, bridges, dams, etc. There are more detailed market reports about the prospects for the sale of particular products in individual countries, and almost daily market pointers giving a preview of possible developments likely in the future which could be turned to the advantage of British commerce and industry. The supplement 'World Economic Comments' is published quarterly while other special supplements, targeted on opportunities in particular countries, appear from time to time. All of this, including the supplements, is provided for an annual subscription of ten guineas, post paid.

Export literature published by the Board of Trade

The following booklets may be obtained free of charge from any Board of Trade Regional Office; or from Board of Trade, Information Division, 1 Victoria Street, London, S.W.1 (Abbey 7877, or from Board of Trade, Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. (City 5757, Ext. 7146).

British Government Services for Exporters

A booklet describing briefly the services available to exporters and saying how those services can be reached.

How to Export

Written by Michael Shanks for the Board of Trade, this booklet gives advice to the new exporter on the mechanics of exporting and lists the various Government and Industrial organizations which exist to help him.

Trade Fairs Help Exports

This booklet explains the advantages of exhibiting at overseas trade fairs and how to go about it.

Exporters Wall Map

This multi-coloured map of the world is for display purposes and contains tables giving trade figures between Britain and her principal overseas markets. Useful addresses are also included.

Overseas Press Correspondents in London

An annual guide for exporters to the names of correspondents of overseas papers stationed in London. It also contains advice on how industry can co-operate with them to their mutual advantage.

Market Intelligence

Available from the Board of Trade Statistics and Market Intelligence Library at Hillgate House, 35 Old Bailey, London, E.C.4, (City 5757, Ext. 368) is a booklet telling exporters about the services of this unique library.

Simpler export documents - an aligned series agreed

AT ITS MEETING on December 10, 1964, the Joint Liaison Committee on Documents agreed on a standard layout for an aligned series of export documents, and, subject to some last-minute minor amendments and final formal approval of the layout by some of the bodies responsible for the forms concerned, recommended the adoption of the new forms as soon as practicable.

This follows the decision taken in principle by the JLCD at its meeting on February 18, 1964, when it was decided to recommend to member bodies that an attempt should be made to design an aligned series of export forms (excluding the Bill of Lading) on A4 size paper. An article in the *Board of Trade Journal* of March 13 illustrated the proposals in some detail.

Following the February meeting the Treasury Organization and Methods team working for the Committee prepared a paper explaining the proposal in simple terms. The Association of British Chambers of Commerce, the Federation of British Industries, the Institute of Export and the Society of Shipping Executives asked a wide selection of users of export documents throughout the country to comment on it. Analysis of the comments received showed strong support for the proposal.

As the next step detailed negotiations with the bodies controlling the basic forms used for exports were undertaken by the O and M team. Considerable changes to the layouts of some of their existing forms were willingly agreed to by the organizations concerned in the interests of achieving a standard design.

The export documents immediately concerned in the series are:

Customs Entry Form XS29.
Exchange Control Form CD6.
Certificates of Origin issued by Chambers of Commerce and by the Federation of British Industries.
Certificate of Insurance issued by Lloyd's and members of the Institute of London Underwriters.
Port of London Authority Port Rates Form and Shipping Note.

When redesigned on A4 size paper all these documents can be prepared from a single master document. That is to say, only one document (the master) recording all the information required on all the forms will need to be typed. Any details on the master not required for a particular form can readily be suppressed at the reproducing stage by masking. The forms listed above are not, however, the only forms which can eventually be included in an aligned series. Other port authorities and insurers will be able similarly to amend their forms and certificates. Exporters and forwarding agents will be free to redesign certain of their domestic documents, e.g., consignment notes, invoices, packing and despatch notes, around the same master document and so extend the benefits of simpler document preparation.

Before an aligned series of documents comes into general use much remains to be done. To help all concerned with the preparation of export documents to understand the significance of the use of such an aligned series and to encourage and guide exporters, Chambers of Commerce, Port Authorities and Shipping and Forwarding Agents, an explanatory booklet is being prepared.

It will explain both in broad outline and in technical but simple terms how to operate the system, and in particular how to instruct printers with sufficient clarity to ensure that forms are printed within the very fine tolerances on which the success of an aligned series largely depends.

It will also point to ways in which exporters can include their domestic documents in an aligned series. The JLCD plan to have the booklet ready for publication in the spring so that by midsummer, when it is anticipated that the bodies controlling the basic forms in the series will have exhausted their present stocks and have their new forms available for distribution, exporters will be ready to make use of them.

The process of adopting the new forms and of the extension to the series by individual firms, Port Authorities, etc., will inevitably be a gradual one, but once industry generally has received full details of the new system, it is hoped that its benefits will become fully recognized and that it will be widely accepted.

The layout of the aligned series now agreed is compatible (with minor modifications) with that of the Economic Commission for Europe layout key which is being increasingly used as a basis for documents in most European countries.

LETTERS OF APPRECIATION

How overseas services can help exporters

'. . . we have always found the British Embassies and Consular service abroad to be of the greatest help to us in obtaining information and assisting in all sorts of way the promotion of our export business.' This is part of a typical letter expressing appreciation for the help given by home or overseas offices in furthering export business. A selection from other letters appears below.

The British Ambassador in Washington, Lord Harlech (third right), discussing food products with Mr. Edward R. Mitton, Jr. at the Piccadilly Shop food display at the Jordan Marsh Company of Boston's recent promotion of British menswear and food products.

LISBON

We thank you for yours of 3rd inst., and before we comment on the information you have been kind enough to give us, we would like to say that this is one of the finest and most informative reports which we have ever received from a British Embassy. We congratulate you on it, and we are quite certain that we shall be able to conclude business in Portugal as a result of your very considerable assistance.

Wm. McArthur and Co. (Glasgow) Ltd.

MARTINIQUE

We understand from our overseas executive Mr. Charles Bellew that you have been of considerable assistance to him during his visit to Martinique. We should like to thank you most sincerely for this assistance and the co-operation which you gave him.

Handy Angle Limited, Hayes End, Middlesex.

STUTTGART

Having returned to the UK I would immediately take this opportunity of expressing my appreciation to you for the valuable assistance and co-operation afforded by the various members of your Consulate with whom I worked during my recent visit.

We are now evaluating the information obtained in relation to our future programme for Germany and will doubtless be communicating with you at a future date in this connection.

Under separate cover printed matter we are dispatching 10 complete sets of illustrated brochures in respect of our Agricultural Machinery Programme.

Allis-Chalmers G.B. Ltd., Stamford, Lincs.

AUCKLAND

The information you have made available to us is much appreciated, and will assist us considerably in making a decision concerning our agency in New Zealand.

Clark-Malia (Exports) Limited, Crowborough, Sussex.

The Editor,
The Board of Trade Journal.
London, S.W.1

Sir,

During recent months, we have approached British Consular posts throughout the United States and in the Central and South American Republics, for specialized assistance in relation to a particular division of the Company's products.

The response has been most impressive, for we have been provided with highly constructive suggestions and really practical recommendations after, in some instances, personal discussions with local importers.

A similar campaign with the British Consular posts in Italy has been equally successful. Based on this experience, there is no doubt that HM British Embassies throughout the world can be of great assistance to exporters, provided they are initially furnished with a clearly defined brief.

Yours faithfully,

Bairns-Wear Overseas Company, Nottingham.

BEIRUT

Now that I am back at my desk after my recent visit to the Middle East, I would like to express my thanks for your kind reception of Mr. Potts and myself when we had the pleasure of visiting you. It was very good of you to devote so much time to us, and I would like you to know that the information that you were able to give us was extremely interesting and most helpful to us in our subsequent meetings with some of the bankers in your city.

Barclays Bank Ltd., London, E.C.3.

We thank you for your letter together with list of firms who might be interested in becoming our agent in the Lebanon. We have written to a selection of these as suggested and we are very grateful to you for your assistance.

Metamec Ltd., Dereham, Norfolk.

FLORENCE

I recently visited Florence in order to discuss business matters, and Mrs. Dei of the Consulate was kind enough to act as interpreter.

I would like to take this opportunity of thanking you for making her available, and I would ask you to confer my sincere thanks for all she did for me to further my business discussions.

Adam, Rouilly & Co. Ltd., London, W.1.

BARCELONA

I am now back from my journey which led from Barcelona to the Hanover Fair, where my company exhibited.

I wish to thank you very much for your kind assistance, particularly for arranging the appointment. I am very hopeful that this interview will lead to business within the next six months, and shall not fail to call on you again when next in Barcelona in order to keep you informed personally.

I have also expressed my thanks for your kind help to the Export Promotion Department of the Board of Trade in Cardiff, which issued the letter of introduction to you.

Lionite Specialities Ltd., Cardiff.

SALISBURY

Many thanks indeed for your letter in which you have given us some very helpful information regarding the current situation on background music systems in Southern Rhodesia.

Thank you also for offering to approach two of the local organizations that expressed some interest in this type of equipment.

We shall doubtless take up your kind offer as soon as we have finalized our plan of campaign.

Ditchburn Equipment Ltd., Lytham, Lancs.

IZMIR

We have pleasure to acknowledge your letter regarding Companies concerned with the Radio and Television Industry. May we thank you for the interest shown and advise that we are proceeding accordingly.

Tottenham Radio Valve Co. Ltd., London, N.17

Mr. Douglas Jay discusses economic situation

'IT IS ESSENTIAL to the economic advance of the whole country that we should not leave certain areas lagging behind in a condition of chronic under-employment', said Mr. Douglas Jay, President of the Board of Trade at the Glasgow Chamber of Commerce lunch on January 8. 'If the country as a whole is going to secure the rapid economic growth which alone can solve our political as well as economic problem, we cannot leave any major region to decay.'

Reviewing the present economic situation, the President went on to say that since last spring the United Kingdom had fallen into a temporary, but fairly acute, balance of payments deficit. We were buying too much abroad and selling too little, and two remedies were inescapable; we must in the short term import less until our earnings increased and we must both in the short term and the long term export more. 'Drastic measures had accordingly to be taken last autumn by the present Government to hold back imports; and though we regret these as much as anyone, they were unavoidable,' said the President – 'just as much as are the remedies adopted by any firm which gets temporarily into the red.'

Continuing, the President said that it was now vital that we used the time gained to build up our long term programme of export promotion, of modernization in industry, of restraint in incomes, and of reconstruction of the under-employed areas in our own country. The Government had already launched an export rebate scheme to grant greater incentives to all firms to look for markets abroad; the Board of Trade and the British National Export Council already offered a wide range of export services to industry; and a number of further proposals would shortly be announced.

It was far better to bridge the gap by expanding exports than by repeatedly restricting imports. Nor did he believe that success was beyond our power. Before the last war we covered as a nation only two thirds of our visible imports by exports. Recently we had been covering about 95 per cent of imports by exports. If we could raise our export total, which was now about 20 per cent of our national product, by only a few per cent, our greatest international problem would be solved. Yet there were markets all over the world today for the products of numerous British firms which are now exporting very little or nothing.

The President warned against complacency. 'It isn't going to be easy; and it won't be done without determined and sustained effort by managements in industry – public and private, by workers throughout our economy, and the Government in all its branches. It won't be achieved by luck or even some magic stroke of policy,' he said.

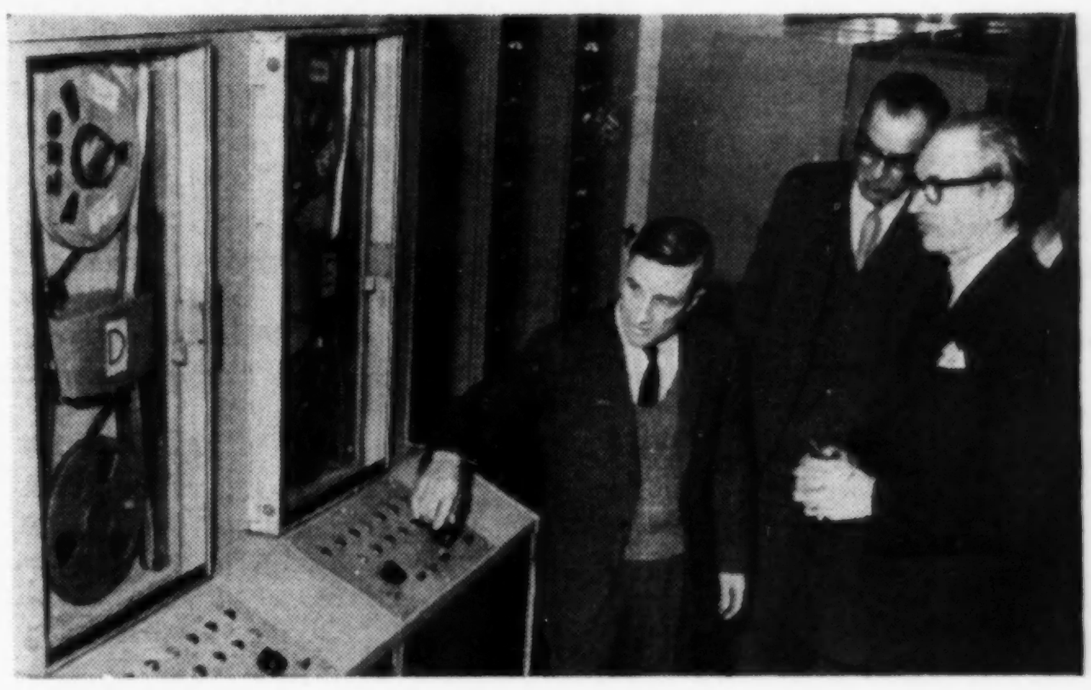
We could not, without the highest efficiency, both enjoy our present high standards and at the same time work a shorter and shorter week for higher and higher rewards every year. We could not beat American, German and Japanese competition by old methods and techniques. We could not bridge the trade gap, if too many firms preferred the home market to more challenging opportunities overseas. We could not win in the trade struggle if our industrial equipment was technically and scientifically out-stripped by our rivals. We could not sustain a stable price level, if we raised money incomes every year faster than we raised output. We could not expect one section of the community to observe restraint if others do not.

'We in the present Government want to see a united attack on all these failings', continued the President. 'Many of our industries are already in the van of technical progress, and there are many fine export performances already. Scotland in particular has shown great enterprise in organizing export missions and local export groups with an encouraging record of success. We ask anew for the co-operation in the national effort of all those in industry and commerce – public and privately owned, management and employees, who want to put this country back at the top of the league table again. The Government for its part accept the obligation to work out plans and create conditions which will enable the industrial machine to revolve as smoothly and rapidly as possible. This we are now doing.'

The President said that the Government also recognized the importance of the vitality of private industry and commerce to the new export campaign. He was confident that industry would respond by realizing that even greater exertions were needed. Many firms could raise their export targets higher, put still more effort into export sales, and more of their best salesmen onto the job.

The City of London also had an invaluable contribution to make to our visible and invisible export earnings. 'But the City also owes it to the nation to stick to its responsible job, and not be too often diverted by imaginary fears and rumours. Attacks of financial nerves are no more helpful to the nation's solvency than delays in the docks,' said the President.

Concluding, the President said 'This country, if it tries, can still lead by technical and organizing skills, by concerted effort, and by scientific advance, if no longer by sheer economic or military power. But we must recognize clearly and cultivate actively, our real assets and genius, and waste no more precious time on stagnation, complacency or outmoded conflict.'



Mr. Douglas Jay, President of the Board of Trade, visited the Census Office of the Board of Trade at Eastcote, Middlesex on January 4 and showed particular interest in the LEO III computer used to compile some of the statistics published regularly in the Board of Trade Journal. *The President is seen (right) with Mr. R. F. L. Sims, executive head of the Census Office (centre) and Mr. J. P. Tourle, the computer manager, at the controls.*

Photo: Middlesex Advertiser & County Gazette

The oldest computer retires

THE WORLD'S oldest operating computer – LEO I – which first ran in February 1951 and was demonstrated to the Queen (then Princess Elizabeth) at that time, finally closed down on January 5. It was switched off at Cadby Hall, London, W.14, at 6 p.m. after a full day's work, ending more than thirteen years of continuous operation.

The computer was the first commercial machine in the world to go into operation. It was used by J. Lyons & Company for the vast majority of their clerical operations – costings, invoicing, ordering, stock control and a payroll of 20,000 employees. In 1953 it worked out the first PAYE income tax tables for the Inland Revenue to be calculated on a computer.

LEO I also produced the actuarial mortality tables used by all insurance companies and processed a vast amount of scientific work for Government departments, aircraft companies and universities. It inaugurated the first commercial computer service bureau in the world, and amongst the earliest customers was the Ford Motor Company and the Ever Ready Company.

Mr. T. R. Thompson, a director of English Electric-Leo-Marconi, who led the team which designed and built LEO I, said in a farewell speech that the machine had 'seeded a great industry'. It was, he said, an idea in which all who worked on it believed and they often worked for very long hours and on very difficult jobs. 'It was the vision and progressive outlook of J. Lyons & Company which made LEO I possible', he added.

Parts of the historic computer, which contains more than 7,000 valves and half a ton of mercury in its 'store', will be given to the Science Museum, LEO I was the original machine from which has been developed the outstanding LEO III family of computers of which more than 40 have been sold – including orders for seven from the GPO worth £3·5 million which is the largest order for computers outside the United States (see last week's *Board of Trade Journal*, pages 51/52).

Mr. Harold Wilson and Mr. Kosygin to exchange visits

MR. HAROLD WILSON, the Prime Minister, has sent the Chairman of the Council of Ministers of the USSR, Mr A. N. Kosygin, an invitation to visit Great Britain as a guest of the British Government in the spring of 1965. Mr Kosygin has accepted the invitation and has expressed his gratitude for it. The timing of the visit is subject to agreement through diplomatic channels.

On his side Mr Kosygin has sent an invitation to the Prime Minister to visit the Soviet Union in 1965 as a guest of the Soviet Government. The Prime Minister has accepted Mr Kosygin's invitation and has expressed his gratitude for it. The time of this return visit will be agreed later.

Anglo-Soviet co-operation in agricultural research

IN LONDON on January 6 Mr. Frederick Peart, the Minister of Agriculture, Fisheries and Food, and the Soviet Ambassador, His Excellency Alexander Soldatov, signed the Agreed Minute giving effect to arrangements for future co-operation between the United Kingdom and the USSR in agricultural research.

The agreement, which runs for five years initially, provides for

(a) exchange of information and, as appropriate, of scientific material and visits between scientists and institutions of the two countries on some 61 specified research topics under seven general headings – crop production, soil science, plant protection, livestock production, veterinary science, farm mechanization, and water economy;

(b) exchange of scientific delegations in 1965;

(c) designated 'co-ordinating centres' in each country;

(d) a further meeting of experts in London in six months' time, and thereafter annual meetings, to keep the working of the agreement under review.

Export trade lectures on Market Research

THE ROYAL SOCIETY OF ARTS have undertaken responsibility for organizing lectures on export market research, established from the funds of the former British Export Trade Research Organization with the object of promoting the development of export trade. These are open to businessmen as well as to students and exporters and potential exporters are urged to encourage staff concerned with export sales to take advantage of these lectures by experts in the field of market research and marketing.

Five lectures have now been arranged for early 1965 as follows:

January 20 at the Bradford Institute of Technology.
Lecture by Mr. D. R. Atkinson on Market Research in Europe.

February 16 at Glasgow University.
Lecture by Mr. R. J. Finlayson on Market Research and New Products Development.

February 18 at Exeter University.
Lecture by Mr. F. Davies on The Opening Stages of an Overseas Marketing Operation.

February 26 at Liverpool University.
Lecture by Mr. M. Zinkin on Consumer goods in Developing Countries.

March 2 at Durham University.
Lecture by Dr. J. A. P. Treasure on Market Research Facilities in Western Europe.

Sir Donald Anderson appointed a vice-president of BTA

SIR DONALD F. ANDERSON, chairman, P & O Steam Navigation Company, has been appointed a vice-president of the British Travel Association. Sir Donald was appointed a member of the board of the association in September 1957 by the President of the Board of Trade. He served as a member of the board until his retirement from the board in November 1964.

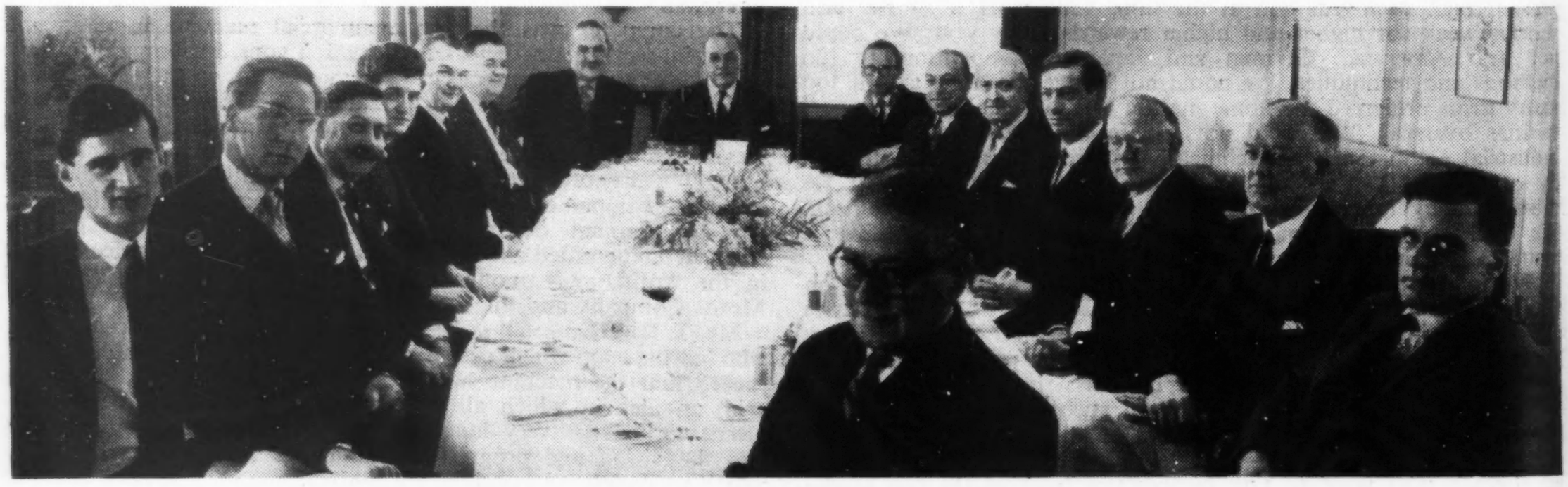
Marine inquiry

THE FORMAL Investigation into the circumstances attending the stranding of the m.v. 'Stancrown', of London, O.N.187496, off Klaipeda, Lithuania, on December 25, 1963, will open at 10.30 a.m. on Monday, January 18, 1965, at the Chartered Auctioneers' and Estate Agents' Institute, at 29, Lincoln's Inn Fields, London, W.C.2.

Marine survey service appointment

CAPTAIN J. M. Cumming, a Senior Nautical Surveyor in the Marine Survey Office, Southampton, has been appointed Principal Officer of the Liverpool District in succession to Captain E. W. Lewis who has been appointed Professional Officer (Chief Nautical Surveyor). Captain Cumming took up his appointment in Liverpool on January 5, 1965.

PERMANENT SECRETARY DISCUSSES EXPORTS WITH GAUGE AND TOOL MAKERS



The Export Committee of the Gauge and Tool Makers' Association recently had an interview to discuss overseas trading problems with Sir Richard Powell, Permanent Secretary to the Board of Trade (third from right in right-hand row), after which he was entertained to lunch.
From Sir Richard's immediate right, the names are as follows: F. A. Mercer, Thomas Mercer Ltd., Chairman of the Association's Export Committee; M. P. Greengross, Indusmond (Diamond Tools) Ltd.; A. Goldman, Leytool Ltd.; B. Goulder, J. Goulder & Sons Ltd.; A. A. Cooper, Triefus Industries Ltd.; Gilbert T. Beach, Secretary of the Association; G. J. Try, Reliance Precision Tools Ltd.; D. Capp, A. Capp & Son Ltd.; J. Dormer, Sheffield Twist Drill & Steel Co. Ltd.; D. J. Follows, British Tap & Die Co. Ltd.; E. T. Foulds, Middlesex Tool & Gauge Co. Ltd.; C. J. Farrow, Private Secretary to Sir Richard Powell; R. D. Curry, Engineering Industries Division, Board of Trade; C. W. Sanders, Under Secretary, Board of Trade; B. E. Cash, Brooke Tool Group of Companies.

The Foreign Compensation Commission (Egyptian Claims) (Amendment) Rules 1964

THE ATTENTION of all British Nationals who sustained losses to their property in Egypt between October 30, 1956, and February 28, 1959, is drawn to the Foreign Compensation Commission (Egyptian Claims) (Amendment) Rules 1964, which came into operation on January 1, 1965, whereby the Foreign Compensation Commission have fixed March 31, 1965, as the last day for the receipt by the Commission of Applications under Part IV of the Foreign Compensation (Egypt) (Determination and Registration of Claims) Order 1962, to participate in the distribution of compensation received from the United Arab Republic, under the Financial Agreement of February 28, 1959. The Amended Rules were approved by Statutory Instrument 1964 No. 2031.

Note:

On and after January 11 the address of the Foreign Compensation Commission will be:

Alexandra House, Kingsway, London, W.C.2. (Tel. Temple Bar 1599).

Edinburgh company moves to Newhouse advance factory

A TOTAL of 200 new jobs will result from an Edinburgh firm's decision to move out to a Board of Trade advance factory at the Newhouse Industrial Estate. This was announced in Edinburgh on January 7 by Mr. Douglas Jay, President of the Board of Trade, during his recent visit to Scotland.

The company, Gaskell and Chambers (Scotland) Ltd., is a member of a Birmingham group of engineers and contractors to the licensed and catering trades. The Scottish unit specializes in the design and fitting out of hotels and restaurants, and at present has factories in Edinburgh and Glasgow and an office in Aberdeen. The work presently handled by the Edinburgh and Glasgow units will be transferred to Newhouse, where an additional 200 men will be recruited to cope with an immediate expansion of work which the company is planning.

After discussions with the Board of Trade Office for Scotland the company decided that the Newhouse factory was ideal for their purposes, particularly as they wished to make the move as quickly as possible. Included in the 52,000 sq. ft. factory is design and administrative office accommodation covering some 5,000 sq. ft. There is also space available for doubling the size of the factory if future expansion makes this desirable.

Hillington firm expands

ONE OF the original tenants of the Hillington Industrial Estate is to double its factory space. This expansion by I. Adam Ltd., will mean new jobs for 30 men. The firm produces edible oils and cooking oils and fats for a large proportion of the United Kingdom catering trade. The growing demand for these products, and the firm's intention to enter the export business and also to diversify their activities, has made larger premises a necessity.

The new premises adjoin the existing 8,000 square feet factory which provides employment for 17 men and three women.

EXPORT ACTIVITY

The Strads International clothing factory at Caerphilly are at present exporting to as many as 40 countries including Australia and Canada, Hong Kong, Saudi Arabia, Malawi, Nigeria, Switzerland, Norway and France. By far the greatest total market is that of East Africa.

Photo: Western Mail and Echo

WORK STARTS ON NEW £5m. PULP MILL

Work has now begun on levelling the Siddick site at Workington, Cumberland, where the new Thames Board Mills integrated pulp and board mill is to be built. The project should be completed by 1966/67. Seen on site (from left) is Mr. F. J. Scoble T.B.M.'s Workington project manager, Mr. H. Osborne, resident engineer and Kulwant Hunjan Singh, civil engineer, both from Baptie Shaw and Morton, T.B.M.'s Civil Engineering Consultants, and Mr. B. A. Johnson, Thames' Workington liaison officer.

An Albion Victor of Kowloon Motor Bus Services, Hong Kong, who operate 200 of these models. Powered by a 106 b.h.p. Leyland Power-Plus 0.370 diesel engine, it has 42-seat (17 standing) bodywork, and is seen at the Tai-G Mun terminal.

Report of the Royal Mint for the year 1963

THE 94TH ANNUAL REPORT of the Deputy Master and Comptroller of the Royal Mint was published on January 8, (HMSO price 8s.). Full information is given in the Report about the output of coins, medals and seals in 1963 and photographs are included of much of the new work.

A total of 769 million coins were produced in 1963. These included nearly 463 million for issue in the United Kingdom, the second highest number on record, and 10·4 million sovereigns. The denominations in most demand during the year were pennies and sixpences of which respectively 134 and 124 millions were minted; halfpennies came third with about 45 million.

Coins struck for overseas governments totalled 296 million covering 78 different denominations for some 25 Commonwealth and foreign countries. Entirely new coinages were struck for Ceylon and Cyprus and a commemorative gold coinage was minted for Tonga. Amongst the countries placing repeat orders were Burma, Guinea, Iceland, the Irish Republic, Jordan, Muscat, New Zealand, Nigeria and Viet-Nam.

47,992 medals and decorations were produced during the year. New work included medals foer resentation by HRH the Duke of Edinburgh to students at the City and Guilds of London Institute and the College of Air Training, a medal to commemorate the Independence of Uganda, and a series of awards for the State of Singapore. New Public Seals were prepared for Trinidad and Tobago and Uganda.

Application for temporary exemption from import duty of castor oil

THE BOARD OF TRADE are considering an application for the temporary exemption from import duty of Castor Oil (Tariff Heading 15.07). The application has been made on the grounds that supplies of this commodity available from United Kingdom and Commonwealth sources during 1965 will not be sufficient to meet a substantial proportion of the total United Kingdom demand.

Representations are invited from (i) producers in this country, who consider they are or will be during 1965, in a position to supply United Kingdom users and (ii) users of castor oil who are having difficulty in obtaining supplies. Users are asked to give full details of their requirements for this year, preferably by quarters, and the proportion they expect to obtain from United Kingdom and Commonwealth sources.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference No. 6145 not later than January 29, 1965.

HE Mr. Abdullah Malikyar, the Afghan Ambassador, photographed during a recent visit to the offices of Dexion Ltd., at Wembley. The Ambassador (centre) is accompanied by Mr. George Thompson (right), a director of the firm, and by the overseas sales manager, Mr. D. Buckley.

Withdrawal of applications for reimposition of import duty

INTERESTED parties will wish to know that the applications for reimposition of import duty on the chemicals covered by the following descriptions and advertised in the *Board of Trade Journals* on the dates shown have been withdrawn.

Tariff heading	Description	Date published
29.02	Dibromomethane	October 2, 1964 (page 733)
29.02	1 : 2-Dibromo-2-methylpropane	November 13, 1964 (page 1054)
29.02	*sym*Tetrabromoethane	November 13, 1964 (page 1054)
29.25	Acetdimethylamide	November 13, 1964 (page 1054)
29.35	6-Mercaptopurine	November 20, 1964 (page 1107)

The Import Duties (Temporary Exemptions) (No. 1) Order 1965 on some chemicals and paper

THE TREASURY have made the Import Duties (Temporary Exemptions) (No. 1) Order 1965. This Order provides that certain chemicals and paper listed in the Schedule to the Order shall be temporarily exempt from import duty until the date shown against each item.

The Order came into operation on January 12, 1965, and has been published as Statutory Instruments 1965 No. 8. Copies may be obtained from HM Stationery Office.

Patents endorsed 'Licences of Right'

UNDER SECTION 35 of the Patents Act, 1949, the undermentioned Patents were endorsed 'Licences of Right' on the dates specified.

NUMBER	GRANTEES	SUBJECT-MATTER
	October 23, 1964	
839,217	Haimes, G. F.	Trays for holding confectionery.
847,832	Henri Wauquiez. S.A.	Treating leathers to make them water repellent.
	December 7, 1964	
710,260	Jarmain & Son Ltd.	Pneumatic conveying systems for fibrous textile materials.
765,554	Brennan, J. B.	Securing members of electrically insulating and conductive materials.
	December 10, 1964	
714,788	Scott, W. E.	Sporrans.
891,648	United States Steel Corporation	Transferring fluidized solids.
900,564	Chemische Werks Witten GmbH	Preparation of aromatic alcohols.
909,086	Chemische Werke Witten GmbH	Organic carboxylic acid chloride.
945,857	Gevaert Photo-Producten N.V.	Light sensitive photographic materials.
	December 14, 1964	
689,810	Dowty Electrics Ltd.	Charging systems for electroscopes.
689,811	Dowty Electrics Ltd.	Charging units for electroscopes.
729,340	Haes, E. A. H.	Suitcases and the like.
	December 15, 1964	
824,383	Boxfoldia Ltd.	Cartons for holding metal containers.
870,642	Sunbeam Manufacturing Co. Ltd.	Portable electric lamps.
	December 18, 1964	
783,793	Gevaert Photo-Producten N.V.	Photographic diffusion transfer process.
867,174	Gevaert Photo-Producten N.V. Patent of addition to 783,174.	Photographic diffusion transfer process.
896,710	Etablissements Hutchinson (Compagnie Nationale de Caoutchouc).	Flexible containers.
880,862	Gevaert Photo-Producten N.V.	Coloured photographic images.
903,248	British Filters Ltd.	Filtering of liquids and removal of filter cake.
937,321	Regie Nationale des Usines Renault	Fluid pressure reducing devices.
	December 21, 1964	
901,222	Coal Industry (Patents) Ltd.	Mine-roof bars.

Any person who claims that the patentees at the time of endorsement of any of the above patents was precluded by a contract in which the claimant is interested from granting licences under the patents may apply for concellation of endorsement on Patents Form No. 45 within two months after the date of endorsement.

GORDON GRANT,
Comptroller-General.

The Patent Office.

EXPORT DRIVE

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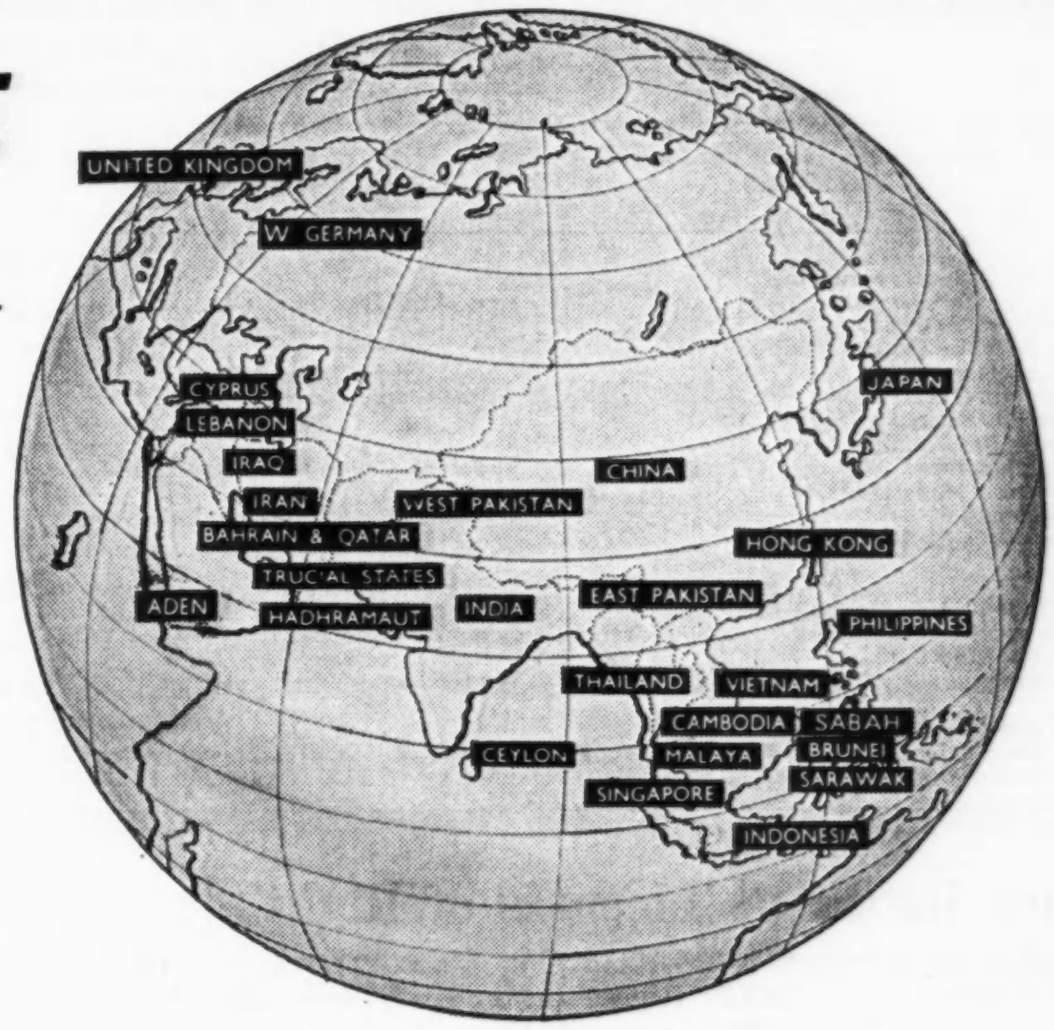

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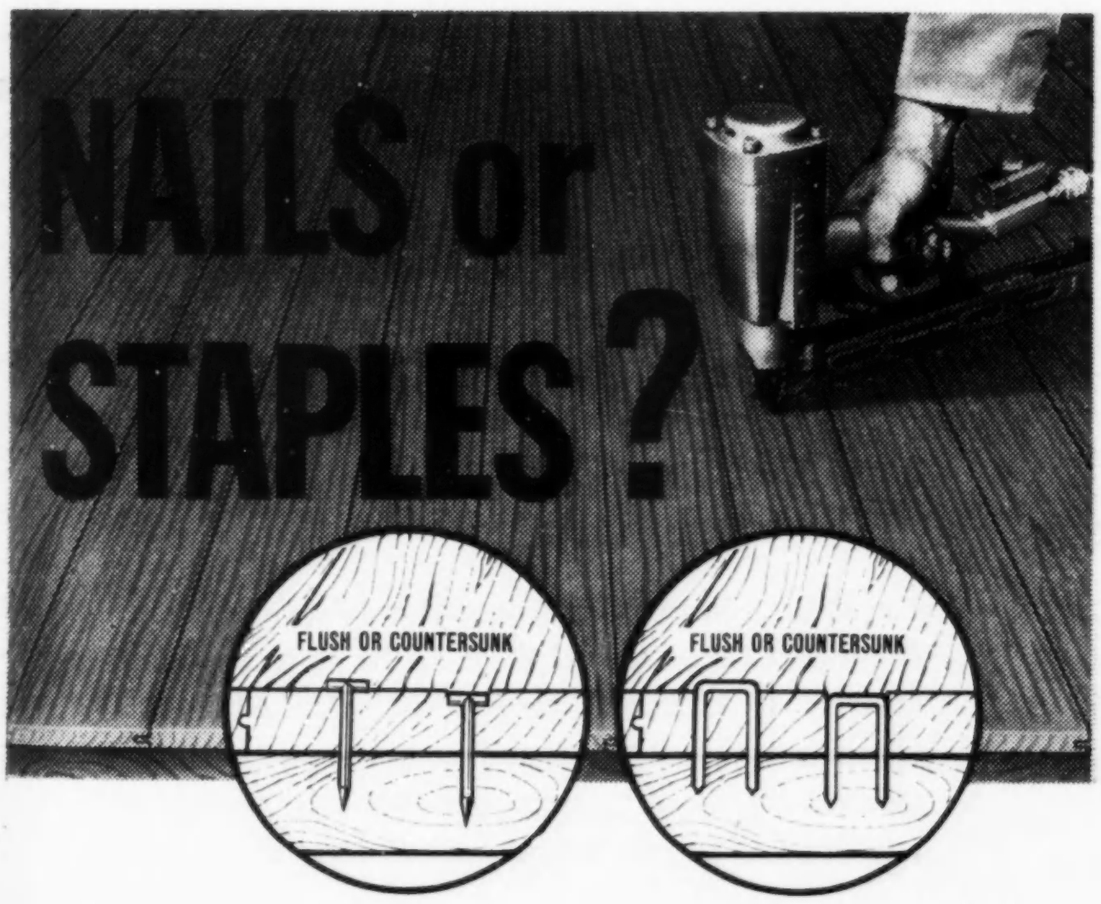
THE COMMERCIAL BANK S.A.L. (INCORPORATED IN LIBYA) · THE CHARTERED BANK OF LONDON (INCORPORATED IN CALIFORNIA)



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Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Act, 1960, during the week ended Friday January 8, 1965.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered in the name of	Maker's Name	Registered No.	Playing Time Minutes	Date of Registration
		BRITISH			
Sunday Thoughts Series 13:					
No. 4 – The Servant	Rank Film Distributors Ltd.	Religious Films Ltd.	Br/E 30041	3	January 4
No. 5 – The Swop	" "	" "	Br/E 30042	3	January 4
No. 6 – The Dare	" "	" "	Br/E 30043	4	January 4
Game Reserve	United Artists Corp. Ltd.	Harold Baim Productions Ltd.	Br/E 30044	23	January 4
Mods and Rockers	Warner-Pathe Distributors Ltd.	Kenneth Hume (International) Ltd.	Br/E 30045	25	January 6
Pathe Pic. Series 521/533:					
Pathe Pic. No. 526	" "	Associated British-Pathe Ltd.	Br/E 30046	8	January 8
Movietone News 1857	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.	Br/E 29895	7	January 8
Movietone News 1857A	" "	" "	Br/E 29896	8	January 8
Pathe News 65-2	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.	Br/E 29946	8	January 8
Pathe News 65-3	" "	" "	Br/E 29947	8	January 8
		FOREIGN			
The Yellow Rolls-Royce	Metro-Goldwyn-Mayer Pictures Ltd.	Anatole de Grunwald Ltd.	F 30039	122	January 4
Hollywood Nudes Report	Compton Films Ltd.	Cinema Syndicate Inc.	F 30040	64	January 4
Ride the Wild Surf	Columbia Pictures Corp. Ltd.	Jana Film Enterprises	F 30047	68	January 8
The Strangler	Warner-Pathe Distributors Ltd.	Allied Artists Pictures Corp.	F 30048	84	January 8

Amendments to the Register

The playing time of the film 'The Frightened City' (Br/E 26630) registered on July 7, 1961, has been amended to 86 minutes.
The playing time of the film 'The Eddy Duchin Story' (F 21502) registered on June 16, 1956, has been amended to 103 minutes (9,285 feet).

Cancellation of 'Licences of Right'

PROCEEDINGS UNDER SECTION 36 (1) of the Patents Act, 1949. The endorsement "Licences of Right" on the undermentioned Patent was cancelled on the 30th December, 1964.

NUMBER	GRANTEE	SUBJECT-MATTER
931,287	Societe d'Etudes et d'Applications Industrielles, Commerciales et Immobilieres 'Inter-Technique'.	Suspension system for a vehicle.

GORDON GRANT,
Comptroller-General.

The Patent Office.

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New and revised British Standards

RECENT British Standards are listed below. Copies are obtainable from the British Standards Institution, Brtish Standards House, 2 Park Street, London, W.1.

		Price
876 : 1964	Hand hammers	8 6
891	Method for Rockwell hardness test	
	891 Part 2 : 1964. Verification of the testing machine	5 0
1243 : 1964	Metal ties for cavity wall construction	5 0
1904 : 1964	Industrial platinum resistance thermometer elements	8 6
2621-5 : 1964	Glycerol (glycerine)	25 0
2747 : 1964	Textile care labelling code	5 0

Commonwealth and Sterling Area Trade

84th Statistical Abstract

The latest edition of this annual publication which summarises the external trade of the Commonwealth and Sterling Area up to the end of 1963. The Abstract also contains tables on prices, production and consumption of selected commodities on population and balance of payments of Commonwealth Countries. **10s.**
(by post 10s. 6d.)

HMSO

Government publications can be purchased over the counter or by post from the Government Bookshops in London, Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through any bookseller

Government surplus sales by auction

MINISTRY OF DEFENCE (ARMY DEPT.)

1965	Stores	Location	Auctioneers
Jan. 19-20 .	Machine tools, clothing and miscellaneous stores.	Ordnance Storage and Disposal Depot, Ruddington, near Nottingham.	Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. 54272).
Jan. 26-27 .	Machine tools; industrial equipment; wrist and pocket watches; furniture and miscellaneous stores.	Ordnance Disposal Depot, Royal Arsenal, Woolwich, London, S.E.18.	Fuller, Horsey Sons & Cassell, (Dept. L), 10 Lloyds Avenue, London, E.C.3. (Tel. Royal 4861).
Feb. 2 .	Plant; machine tools, textiles and miscellaneous stores including capstan, centre and turret lathes, horizontal, vertical and thread millers; rivetting and engraving machines; grinders and fly presses; hydraulic presses; tractors and excavator; cloth, drill, gaberdine etc. lengths; electronic stores; steel helmets.	Ordnance Storage Depot, Yeadon, and other locations. (*Sale at Cheetham Town Hall, Manchester.*)	J. H. Norris & Son (Dept. L), 380 Deansgate, Knott Mill, Manchester 3. (Tel. Deansgate 3176.)
Feb. 9 .	Motor-cyclists boots; breeches, leggings and jackets; textiles; hand tools; nuts, bolts and rivets; oil cooking stoves; paint, etc.	Central Ordnance Depot, Bicester, Oxon .	Midland Marts Ltd. (Dept. L), Market Square, Bicester. (Tel. 73).
Feb. 16-18 .	Passenger, load carrying and dual purpose vehicles; earth moving, road making and mobile lifting equipment; plant ancillaries and spares; trailers and motor-cycles.	Ordnance Storage and Disposal Depot, Ruddington, near Nottingham.	Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. 54272.)

Catalogues for each sale shown above may be obtained from the appropriate auctioneer 14 days prior to the date of sale. Price 1s. 0d. (*Postal Orders only*).

SALE BY TENDER

Air compressors, arc welding sets, shot blast plant, spraying plant; pulley blocks, hoists, jib cranes, etc.

Location: Ministry of Defence (Army Department), Ordnance Storage Depot, Yeadon, near Leeds, Yorkshire. Application for tender forms should be made to Ministry of Defence (AD), Directorate of Sales, 4 (b) (ii), First Avenue House, High Holborn, London, W.C.1. Tenders must be returned by February 4, 1965. Permission to view on presentation of tender forms only.

MINISTRY OF DEFENCE (AIR FORCE DEPT.)

1965	Stores	Location	Auctioneers
Jan. 21 .	Miscellaneous stores and equipment . .	No. 25 Maintenance Unit, Royal Air Force, Hartlebury.	Nock & Joseland (AFD1), Bank Buildings, Kidderminster, Worcs. (Tel. Kidderminster 2053).

The above sale will include clothing and footwear – greatcoats, jackets, trousers; woollen pullovers, denim and flying clothing, khaki drill clothing, oilskin clothing, groundsheets, WRAF clothing, etc.; black leather flying boots, brown ankle boots, black boots, canvas shoes, etc.; electrical equipment including motors, generators, alternators, regulators, fans, meters, switchgear, cable, spares; cameras and photographic equipment including aircraft cameras, Newman Sinclair 35 mm. cine cameras, Specto 16 mm. projectors, Kodak Supermatic, Contax and Micro Press cameras, etc.; general stores including binoculars, rubber dinghies, auxiliary parachutes, fire extinguishers; gymnasium equipment; barrack and office furniture (chairs, tables, cupboards, sideboards, bureaux, desks, filing cabinets, etc.), mattresses, bedsteads, kitchen utensils, etc.

Jan. 21 .	Sale will include Atkinson buildings 362 ft. by 212 ft., 167 ft. by 77 ft., 122 ft. by 77 ft. (with maple floor), 92 ft. by 77 ft.; Romney and Seco huts, six 12,000-gallon underground petrol tanks; large quantity of copper piping; radiators, calorifiers and miscellaneous stores – approximately 300 Lots in excellent condition.	Royal Air Force, Langar	Walker, Walton & Hanson (AFD1), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. 54272-8).
Feb. 3 .	Sale will include miscellaneous stores and equipment.	Royal Air Force, Melksham . . .	Tilley & Culverwell (AFD1), Phelps Chambers, 3 The Square, Calne, Wilts. (Tel. Calne 3164).
Feb. 4 .	Sale will include miscellaneous stores and equipment.	Royal Air Force, Yatesbury . . .	Tilley & Culverwell (AFD1), Phelps Chambers, 3 The Square, Calne, Wilts. (Tel. Calne 3164).
Feb. 10 .	Miscellaneous stores and equipment . .	No. 16 Maintenance Unit, Royal Air Force, Stafford.	South & Stubbs (AFD1), 28 Eastgate Street, Stafford. (Tel. Stafford 2331).
Feb. 17 .	Miscellaneous stores and equipment . .	No. 7 Maintenance Unit, Royal Air Force, Quedgeley.	Bruton Knowles & Co. (AFD1), Albion Chambers, King Street, Gloucester. (Tel. Gloucester 21267).

Catalogues for the above sales may be obtained within 14 days of the advertised date of the sale on application to the auctioneers. Catalogues for sales held at Maintenance Units cost 1s. 0d. each (*Postal Orders only*), all other catalogues free.

MINISTRY OF PUBLIC BUILDING AND WORKS

1965	Description of Goods	Location	Auctioneers
Jan. 20 .	Office and domestic furniture, floor coverings, Post Office fittings, blankets, clocks, safes, domestic refrigerators, ladders, tarpaulins and engineering equipment.	Ministry of Public Building and Works, Supplies Division Store, Water Lane, Clifton, York.	Messrs. Lawson, Maskill & Giddings, 11 Blake Street, York. (Tel. York 55353).

Catalogues obtainable direct from auctioneers, price 1s. 0d. View days, January 18 and 19 and morning of sale.

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components: Manufacturing industry	Selected components: Distributive and service industries	Selected components: Dwellings	Selected components: Public sector excluding dwellings	Total	Selected components: Manufacturing industry	Selected components: Wholesalers	Selected components: Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958				
Value in base year, £m.	19,984	—	15,988	15,258	15,258	9,095	3,478	922	688	591	1,205	series shown in £ million			
1959	104	105	106	105	105	95	108	94	115	113	109	+174	+ 73	+15	+49
1960	109	112	114	110	109	98	119	110	127	129	114	+592	+520	+48	+37
1961	113	114	122	116	111	100	129	130	135	137	121	+319	+230	+36	+29
1962	113	115	127	122	113	101	128	119	130	141	124	+101	+ 33	+22	+39
1963	117	119	135	129	118	103	130	107	131	146	132	+133	+ 89	+15	+30
1963															
1st quarter	113	113	130	125	114	101	115	104	126	101	116	— 20	+ 56	—16	N/C
2nd quarter	116	118	132	128	117	102	129	109	128	150	128	+ 38	— 9	+22	— 5
3rd quarter	116	120	138	130	120	105	135	106	130	164	140	— 36	— 33	—19	— 6
4th quarter	123	124	138	132	121	105	140	109	140	168	143	+151	+ 75	+28	+41
1964															
1st quarter	121	127	141	134	121	106	144	115	145	175	150	+ 96	+ 94	— 4	+ 4
2nd quarter	121	127	143	135	120	105	148	120	144	181	149	+146	+120	+12	+ 1
3rd quarter		127		138	122	106	150*	120*	150*	186*	152*		+ 47*	+ 4*	+13
1964															
May	..	127	..	..	..	104	..	..	..	..	..	..	..	..	..
June	..	127	..	..	..	105	..	..	..	..	..	..	..	..	..
July	..	127	..	..	..	105	..	..	..	..	..	..	..	..	..
August	..	127	..	..	..	106	..	..	..	..	..	..	..	..	..
September	..	127	..	..	..	107	..	..	..	..	..	..	..	..	..
October	..	129*	..	..	..	109	..	..	..	..	..	..	..	..	..
November	..		..	..	..	108	..	..	..	..	..	..	..	..	..

	ORDERS		PRICES AND COSTS					LABOUR						IM-PORTS	EX-PORTS	BAL-ANCE OF PAY-MENTS: current balance
	Engineering industries: orders on hand†	Textiles and clothing industries: orders on hand†	Index of retail prices: Index†	Index of retail prices: % change on year earlier	Wholesale price index: non-food manufacturing industry: Basic materials and fuel used†	Wholesale price index: non-food manufacturing industry: Manufactured products: home sales†	Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers: Mid-month or monthly average†	Wholly unemployed excluding school leavers: Change from previous period†	Wholly unemployed excluding school leavers: Normal seasonal change	Unfilled vacancies for adults: Mid-month or monthly average†	Unfilled vacancies for adults: Change from previous period†	Unfilled vacancies for adults: Normal seasonal change	at current prices	at current prices	
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	series shown in thousands						1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—							3,748	3,176	
1959	101	135	109·6	+0·6	103·4	114·2	117·4	433	+ 31	..	157	+21	..	106	105	+153
1960	117	136	110·7	+1·0	104·5	116·0	122·5	337	— 96	..	212	+55	..	121	112	—258
1961	120	104	114·5	+3·4	104·4	119·1	130·3	305	— 32	..	213	+ 1	..	117	116	— 1
1962	115	100	119·3	+4·2	103·0	120·6	136·2	419	+114	..	149	—64	..	120	119	+115
1963	135	117	121·7	+2·0	104·5	122·0	141·3	502	+ 83	..	144	— 5	..	129	128	+113
1964								362	—140	..	221	+77				
1963																
1st quarter	117	100	121·4	+3·1	103·6	121·4	139·4	627	+136	+42	113	— 7	— 5	120	124	+ 82
2nd quarter	123	105	122·1	+1·6	104·2	121·8	140·9	504	—123	—58	147	+34	+33	127	127	+ 34
3rd quarter	130	100	121·3	+1·3	104·2	122·1	141·5	428	— 76	—34	157	+10	+ 6	132	131	+ 2
4th quarter	135	117	122·1	+2·1	106·1	122·6	143·3	450	+ 22	+50	157	Nil	—34	136	132	— 5
1964																
1st quarter	140	121	123·2	+1·5	107·9	124·0	145·8	445	— 5	+42	182	+25	— 5	145	134	— 70
2nd quarter	148	125	125·5	+2·8	107·8	125·0	147·4	355	— 90	—58	230	+48	+33	147	133	—109
3rd quarter	155*	113*	126·5	+4·3	108·6	125·8	149·3	311	— 44	—34	242	+12	+ 6	147	132	—127
4th quarter					109·9*	126·8*		336	+ 25	+50	228	—14	—34			
1964																
May	147	126	125·7	+2·9	107·6	125·1	147·4	357	— 37	—23	227	+15	+ 9	144	140	..
June	148	125	126·2	+3·4	107·8	125·2	148·2	315	— 42	—33	251	+24	+13	152	132	..
July	151*	120*	126·2	+4·0	108·1	125·5	149·0	303	— 12	—15	250	— 1	+ 3	138	125	..
August	153*	117*	126·7	+4·7	108·6	125·7	149·3	314	+ 11	+10	239	—11	— 9	153	140	..
September	155*	113*	126·7	+4·4	109·1	126·2	149·7	315	+ 1	+11	239	Nil	— 7	151	131	..
October	157*	119*	126·8	+4·1	110·0*	126·3*	149·8	332	+ 17	+27	233	— 6	—12	146	133	..
November			127·8	+4·6	110·3*	127·0*	150·7	338	+ 6	+19	230	— 3	—16	152	135	..
December					109·4*	127·2*		337	— 1	— 1	222	— 8	—11			..

† NOT seasonally adjusted. * Provisional.

Turnover in the catering trades in November

IN NOVEMBER the total turnover of the catering trades was 8 per cent higher than a year earlier, an increase very much in line with the average monthly increase since the spring of 1964. There was an increase of 7 per cent in October, one of 8 per cent in the third quarter and one of 7 per cent in the second quarter. Each of the four kinds of business shown separately in the table also showed increases in November fairly closely in line with those of recent months.

Catering trades

Index numbers of turnover per week and percentage changes on a year earlier (a)

1960 = 100

Kind of business (Turnover in 1960 £ million)	Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL ALL CATERERS: (£1,290 million)	1961	107	90	109	124	108	87	88	94	101	108	115	124	130	118	106	98	117
	1962	112	95	115	129	112	93	94	96	108	109	125	131	136	121	112	102	119
	1963	117	96	119	134	119	94	93	100	111	113	130	136	142	126	118	109	126
	1964		105	127	145		104	102	109	115	130	135	149	150	137	126	118	
	1963	+4	+1	+4	+4	+6	Nil	—2	+4	+3	+3	+4	+5	+5	+4	+6	+7	+6
	1964	+8(*b*)	+10	+7	+8		+11	+10	+9	+3	+15	+4	+10	+6	+8	+7	+8	
Licensed hotels and holiday camps (£169 million)	1961	107	72	112	149	95	66	68	78	95	107	130	149	161	138	113	82	91
	1962	113	77	119	158	98	71	74	84	98	109	143	161	169	146	117	87	93
	1963	118	76	124	167	107	69	72	85	103	113	149	169	184	151	128	94	100
	1964		86	138	181		79	82	97	108	133	161	189	197	163	135	98	
	1963	+5	Nil	+4	+6	+9	—3	—2	+2	+5	+3	+5	+5	+8	+4	+10	+7	+8
	1964	+8(*b*)	+13	+10	+9		+15	+13	+13	+5	+18	+7	+12	+7	+8	+5	+5	
Restaurants, cafes, etc., and fish and chip shops (£307 million)	1961	106	90	109	126	99	88	88	94	100	108	117	127	138	116	101	97	98
	1962	109	94	112	130	102	92	93	96	104	107	123	130	141	120	106	100	100
	1963	114	94	117	135	109	89	92	99	108	110	129	134	147	125	112	106	109
	1964		101	124	143		97	99	106	111	126	133	146	153	133	118	113	
	1963	+4	Nil	+4	+4	+7	—3	—2	+4	+4	+4	+5	+3	+4	+5	+6	+6	+9
	1964	+6(*b*)	+8	+6	+6		+9	+8	+7	+3	+14	+3	+9	+4	+6	+5	+7	
Public houses (£711 million)	1961	109	92	108	120	114	89	90	95	103	109	112	120	126	115	106	99	133
	1962	114	97	116	125	119	97	97	98	113	110	124	128	132	118	113	104	135
	1963	118	98	119	130	125	98	94	101	115	113	128	133	137	122	119	112	141
	1964		109	127	141		111	105	113	116	132	132	147	144	134	127	122	
	1963	+3	+1	+3	+4	+6	+1	—3	+4	+1	+3	+3	+5	+4	+4	+5	+7	+5
	1964	+8(*b*)	+12	+7	+8		+13	+12	+11	+1	+17	+4	+10	+5	+10	+7	+9	
Canteens and catering contractors (£102 million)	1961	105	108	103	99	111	109	108	105	104	104	102	103	87	105	110	115	109
	1962	108	113	106	101	113	113	114	111	104	111	104	103	90	109	112	115	110
	1963	115	120	113	106	119	119	122	120	111	119	111	108	96	112	118	125	115
	1964		120	121	113		119	122	119	124	121	118	113	104	122	128	135	
	1963	+6	+7	+7	+4	+6	+5	+6	+8	+7	+7	+6	+6	+6	+2	+5	+6	+5
	1964	+5(*b*)	Nil	+6	+7		Nil	Nil	—1	+12	+2	+6	+4	+9	+9	+9	+8	

(*a*) The periods covered by the index numbers consist of either four or five weeks, each quarter being divided into three 'monthly' periods of four, four and five weeks respectively. The period covered by November 1964 sales was the four weeks from November 1, 1964, to November 28, 1964, the corresponding period in 1963 was from October 27, 1963, to November 23, 1963.
(*b*) Cumulative figure for January to November compared with corresponding period of 1963.

Production of man-made fibres in November

TOTAL PRODUCTION by weight of man-made fibres in November was 12 per cent more than in November 1963. Within the total, continuous, filament showed an increase of 13 per cent and staple fibre an increase of 12 per cent compared with November 1963.

(Million lb. 'delivered weight' basis)

	Continuous filament (singles)	Staple fibre	Total
1960 (quarterly average)	67·2	80·8	148·0
1961 (quarterly average)	65·5	76·4	141·9
1962 (quarterly average)	72·7	84·1	156·8
1963 (quarterly average)	82·6	97·2	179·8
1963 2nd quarter	82·6	95·4	178·0
3rd quarter	80·5	90·9	171·4
1964 2nd quarter	93·9	109·3	203·2
3rd quarter	89·6	105·4	195·0
1963 September	27·1	32·1	59·3
October	31·0	35·1	66·1
November	29·4	35·0	64·4
1964 September	30·4	36·7	67·1
October	34·3	42·4	76·7
November	33·3	39·2	72·4

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LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room 227A, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2653-6), and not to HM Stationery Office.*

Retail sales in November

ALTHOUGH the seasonally adjusted index of the value of retail sales showed no further increase in November the faster rise of recent months, compared with the earlier part of 1964, in the underlying trend is likely to have continued. The continuous rise in the index in the four previous months was exceptional and in view of this and the irregularities in the series the pause in November was not unexpected. In November the index was 117, the same as in October, but during the three months to November the index was 4 points higher than during the three months to August, a rather larger increase than in the three months to October over the earlier three monthly period, and compared with a 2 points increase in the three months to September. In the earlier months of 1964 the increases on this basis were of a point or less. In contrast with recent months there was a fall in the value of sales by non-food shops in November, due particularly to a sharp fall by clothing and footwear shops, the sales of which are subject to large irregular fluctuations. An increase in the value of sales by food shops largely offset the fall in sales by non-food shops.

The seasonally adjusted index of the volume of sales, at 108, was a point lower in November but the underlying trend is likely to have continued the upward movement of recent months which followed a slow downward drift in the early part of 1964.

Clothing and footwear shops

The fall of 9 points to 111 in November in the seasonally adjusted index of the value of sales by clothing and footwear shops was in sharp contrast to the increases in the index since the summer following a downward movement in the underlying trend during the previous twelve months. The series is, however, subject to large month to month fluctuations. Both men's wear and women's wear shops had smaller increases in November compared with a year earlier than in October but the most marked change was in the experience of footwear shops, sales by which were 6 per cent lower than a year earlier compared with an increase of 7 per cent in October. Prices of clothing and footwear continued to be about 2 per cent higher than a year earlier.

Durable goods shops

The seasonally adjusted index of sales by durable goods shops was unchanged in November. The run of figures suggests that the upward movement in the underlying trend of sales in recent months may have continued but it is difficult to be sure at this stage with this very variable series. For the group as a whole the increase on a year earlier in November in the value of sales was slightly less than in October – 9 per cent compared with 10 per cent. The rather larger increase by furniture shops was more than counterbalanced by a smaller increase by other durable goods shops. Prices of durable goods were again about 2½ per cent higher than a year earlier.

Retail sales seasonally adjusted (a)

Index numbers of value of sales per week.
(i) At current prices. 1961 = 100

	All kinds of business	Food shops	Non-food shops: Total	Clothing and footwear shops	Durable goods shops	Other non-food shops (b)
1963 3rd quarter	109	107	110	112	111	110
4th quarter	110	109	111	111	112	112
1964 1st quarter	112	111	112	110	111	113
2nd quarter	112	112	112	108	114	114
3rd quarter	115	114	115	114	117	116
1963 November	109	109	109	107	110	110
December	111	108	113	115	114	113
1964 January	112	111	113	111	113	114
February	112	110	113	113	112	113
March	111	111	111	107	109	112
April	113	113	113	108	113	114
May	113	111	113	110	113	113
June	112	112	112	106	115	114
July	113	113	112	109	113	114
August	114	113	115	113	121	115
September	116	115	118	118	117	118
October	117	115	119	120	121	122
November	117	116	117	111	121	119

(ii) At average 1961 prices.

	All kinds of business	Food shops	Non-food shops
1963 3rd quarter	105	103	106
4th quarter	105	103	107
1964 1st quarter	106	104	107
2nd quarter	105	103	106
3rd quarter	106	103	108
1963 November	104	104	105
December	106	103	109
1964 January	107	105	108
February	105	104	108
March	105	104	106
April	106	105	107
May	104	102	106
June	105	103	105
July	105	103	106
August	106	103	108
September	107	104	110
October	109	105	112
November	108	105	110

(a) The total and sub-total series in this table are seasonally adjusted independently from the component series. As was mentioned in the article in the *Board of Trade Journal* of July 6, 1962, this occasionally results in inconsistencies between total and components. The components are liable to greater random irregularities than the totals and have a greater margin of uncertainty in their seasonal adjustment.
(b) Including general department stores.

Analysis by form of organization

November—Index numbers of values of sales per week and percentage changes compared with a year earlier (a)

1961 = 100

	Total all retailers	%	Independent retailers	%	Multiple retailers	%	Co-operative societies	%
ALL KINDS OF BUSINESS	122	+7	117	+6	137	+10	110	+5
FOOD SHOPS	116	+7	110	+6	138	+10	105	+4
Grocers	118	+6 (g)	110	+4	146	+10	103	+3 (g)
Butchers	112	+7	..		..		..	
Greengrocers, fruiterers	94	+6	95	+6	90	+10	81	+3
Fishmongers, poulterers	111	+6	..		..		..	
Bread and flour confectioners	124	+7 (h)	118	+6	136	+9	..	
Off-licences	135	+17	132	+14	137	+21	..	
Dairymen	123	+8	..		..		114	+6
Other food shops	99	+2	..		..		..	
NON-FOOD SHOPS	128	+7	..		..		..	
Clothing and footwear shops	122	+3	118	+2	124	+4	127	+6
Footwear shops	112	—6	114	—5	110	—7	115	—5
Men's wear shops	117	+4	107	+3	124	+3	123	+10
Women's wear shops	126	+6	122	+3	130	+9	132	+8
of which:								
Women's, girls' and infants' wear specialist shops	..		129	+3	..		—	
Drapers and general outfitting shops	—		119	+3	..		—	
Large (c)	—		128	+5	—		—	
Medium (c)	—		118	+5	—		—	
Small (c)	—		113	+1	—		—	
Durable goods shops	135	+9	126	+7	150	+12	134	+9 (f)
Furniture shops	134	+9	129	+7	150	+15	—	
Large (c)	—		123	+6	—		—	
Medium and small (c)	—		132	+8	—		—	
Other durable goods shops	135	+8	122	+6 (e)	150	+10*	—	
Radio and electrical goods shops	121	+6	122	+6	121	+5	—	
Radio and cycle shops, cycle shops, perambulator shops								
Electricity showrooms	152	+12	—		152	+12	—	
Gas showrooms	219	+16	—		219	+16	—	
Miscellaneous non-food shops (b)	128	+9	..		..		..	
Confectioners, tobacconists, newsagents	118	+6	116	+6	128	+10	—	
Booksellers, stationers	..		139	+11	..		—	
Chemists, photographic goods dealers (d)	117	+8	106	+10	132	+6	117	+13
Jewellers	131	+18	131	+19	130	+14	—	
Leather goods, sports goods, toys and fancy goods shops	131	+16	..		..		—	
Ironmongers and hardware shops	113	+3	112	+4	119	+2	—	(f)
General Department Stores	131	+6	—		—		—	

* Provisional.

Other non-food shops

This miscellaneous group of shops has contributed substantially to the faster increase in total retail sales in recent months and the seasonally adjusted index for the group had had the large rise of 4 points in October. The fall in the index from 122 to 119 in November conceals a smaller decrease in the unrounded figures and still leaves the index at a high level.

Food shops

The seasonally adjusted index of the value of sales by food shops was a point higher in November at 116 but because of higher prices the volume index was unchanged.

Notes:

Kind of Business Statistics

(i) These statistics are based on returns from independent retailers (organizations, other than co-operative societies and general department stores, with one to nine branches), multiple retailers (organizations, other than co-operative societies and general department stores, with 10 or more branches), retail co-operative societies and general department stores.

(ii) For independent retailers, multiple retailers and general department stores the figures are based on the total sales, of all types of goods, by each shop and therefore represent the trend of sales in specified kinds of business. Co-operative societies report their sales on a departmental basis and a department's sales are assigned to the most

Index numbers of sales per week, and percentage changes compared with a year earlier (a)

(i) Analysis by broad groups: value and volume. 1961 = 100

(Sales in 1961 £ million)	All kinds of business (£9,095)				Food shops (£4,171)				Non-food shops									
									Total (£4,923)				Clothing and footwear shops (£1,395)		Durable goods shops (f) (£956)		General department stores (£431)		Miscellaneous non-food shops (b) (£2,121)	
	Value		Volume*		Value		Volume*		Value		Volume*									
1962 Year	103	+3	101	+1	104	+4	102	+2	103	+3	100	Nil	102	+ 2	102	+ 2	103	+3	103	+3
1963 Year	108	+4	103	+3	107	+3	103	+1	108	+5	104	+4	107	+ 5	107	+ 4	108	+5	109	+5
1964 Year to date‡	110	+6	102	+3	111	+5	102	+1	109	+6	103	+4	105	+ 5	112	+ 8	106	+5	111	+7
1963 4th quarter	125	+6	119	+4	115	+3	109	+1	133	+7	128	+7	137	+ 8	128	+ 8	140	+6	131	+7
1964 1st quarter	103	+6	98	+5	108	+3	102	+2	98	+8	94	+7	89	+ 8	106	+12	96	+8	101	+7
2nd quarter	109	+6	102	+2	111	+5	102	+1	108	+6	102	+4	108	+ 5	106	+ 8	102	+5	109	+6
3rd quarter	111	+5	103	+1	111	+6	101	Nil	111	+4	104	+2	107	+ 2	112	+ 5	107	+2	113	+6
1964 July	113	+6	105	+2	113	+7	102	+1	114	+4	107	+2	112	+ 3	112	+ 4	120	+1	115	+6
August	107	+4	99	—1	109	+5	100	—1	105	+3	99	Nil	98	— 1	109	+ 6	94	+2	110	+4
September	112	+6	103	+2	111	+6	101	+1	112	+5	105	+3	111	+ 3	114	+ 6	107	+5	114	+7
October	119	+8	110	+4	113	+6	104	+2	124	+9	116	+6	123	+ 8	130	+10	124	+7	122	+9
November	122	+7	113	+3	116	+7	105	+2	128	+7	119	+4	122	+ 3	135	+ 9	131	+6	128	+9

(ii) Analysis by kind of business: value only.

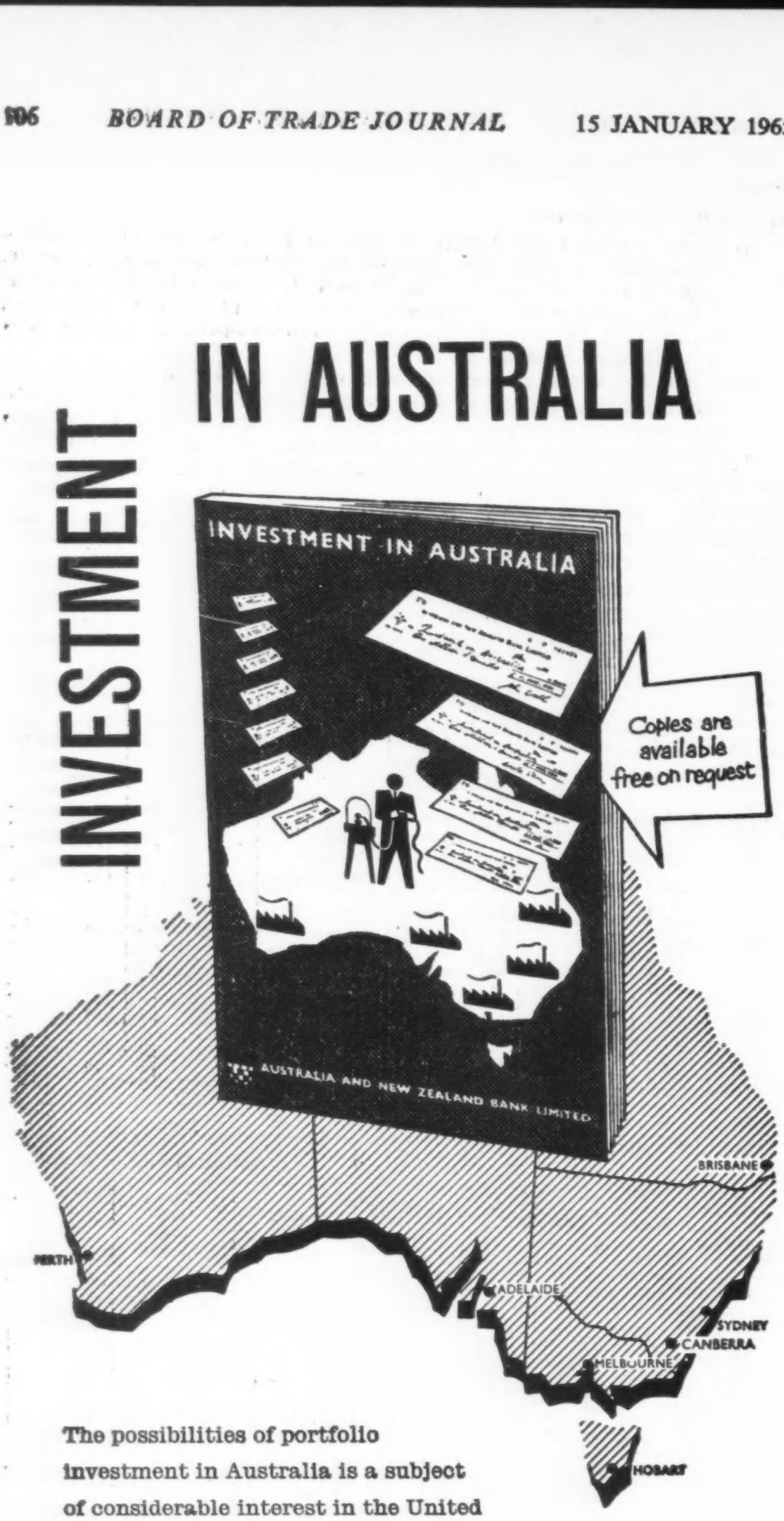
(Sales in 1961 £ million)	Food shops												Clothing and footwear shops					
	Grocers (g) (£2,406)		Butchers (£641)		Greengrocers, fruiterers (£324)		Fishmongers, poulterers (£81)		Bread and flour confectioners (h) (£196)		Off-licences (£140)		Dairymen (£369)		Other food shops (£14)		Footwear shops (£230)		Men's wear shops (£282)		Women's wear shops (£883)	
1962 Year	104	+4	102	+2	101	+1	102	+2	107	+7	107	+ 7	106	+ 6	103	+3	101	+ 1	102	+2	102	+ 2
1963 Year	108	+4	104	+2	100	—1	106	+3	113	+6	114	+ 7	110	+ 4	98	—5	106	+ 4	107	+4	107	+ 5
1964 Year to date‡	112	+5	106	+5	101	+1	111	+6	118	+6	107	+10	118	+ 8	99	+3	104	+ 4	105	+5	105	+ 5
1963 4th quarter	115	+4	112	+2	91	+2	109	+5	121	+5	169	+ 5	113	+ 3	104	—4	134	+ 10	130	+8	139	+ 7
1964 1st quarter	110	+3	108	+4	95	—1	108	+6	110	+7	101	+ 8	113	+ 2	102	+ 3	81	+12	96	+6	89	+ 8
2nd quarter	111	+5	103	+5	113	Nil	113	+6	118	+5	101	+ 7	121	+ 9	100	+ 5	113	+ 5	108	+5	107	+ 5
3rd quarter	112	+6	105	+4	102	+2	113	+7	123	+6	108	+ 9	119	+12	93	+ 1	110	+ 2	105	+1	107	+2
1964 July	113	+7	103	+5	113	+1	120	+9	125	+8	110	+10	121	+11	91	+2	118	+ 5	114	+4	110	+ 3
August	110	+4	103	+5	101	+1	112	+5	120	+3	106	+ 7	118	+12	89	Nil	100	— 2	100	—3	97	Nil
September	113	+6	107	+4	95	+5	109	+7	123	+6	107	+10	118	+12	98	Nil	113	+ 2	102	+2	113	+ 3
October	115	+6	113	+7	88	+6	112	+7	125	+7	118	+15	121	+ 8	102	+5	121	+ 7	113	+10	126	+ 8
November	118	+6	112	+7	94	+6	111	+6	124	+7	135	+17	123	+ 8	99	+2	112	— 6	117	+ 4	126	+ 6

(Sales in 1961 £ million)	Durable goods shops (f)										Miscellaneous non-food shops									
			Other durable goods shops																	
	Furniture shops (£403)		Total (£472)		Radio and electrical goods shops, Radio and cycle shops, perambulator shops (£368)		Electricity showrooms (£55)		Gas showrooms (£49)		Confectioners, tobacconists, newsagents (£795)		Booksellers, stationers† (£60)		Chemists photographic goods dealers (d) (£261)		Jewellers (£89)		Leather goods, sports goods, toys and fancy goods shops (£76)		Ironmongers and hardware shops (£236)	
1962 Year	102	+ 2	103	+ 3	101	+1	108	+ 8	114	+14	104	+4	105	+ 5	103	+ 3	100	Nil	101	+ 1	102	+ 2
1963 Year	104	+ 2	110	+ 7	105	+4	118	+ 9	137	+19	107	+4	111	+ 6	108	+ 4	105	+ 5	103	+ 2	107	+ 5
1964 Year to date‡	110	+ 9	115	+ 8	107	+6	125	+ 8	164	+21	109	+4	116	+ 8	108	+ 7	103	+13	99	+ 8	108	+ 3
1963 4th quarter	123	+ 8	133	+ 8	128	+5	137	+ 9	170	+34	118	+4	130	+ 6	130	+ 5	154	+ 9	147	+ 5	118	+ 6
1964 1st quarter	103	+15	110	+ 9	106	+6	109	+12	148	+27	106	+4	117	+11	96	+ 6	88	+19	76	+13	103	+ 1
2nd quarter	105	+ 8	108	+ 8	101	+6	120	+ 4	144	+24	107	+3	109	+ 6	108	+ 7	93	+10	95	+ 8	108	+ 5
3rd quarter	110	+ 5	113	+ 6	103	+3	133	+ 9	170	+18	112	+5	112	+ 6	117	+ 7	119	+10	115	+ 5	110	+ 3
1964 July	120	+ 4	106	+ 3	97	Nil	126	+ 7	152	+23	112	+5	116	+ 6	124	+ 9	119	+10	112	+ 5	112	+ 6
August	107	+ 6	112	+ 5	103	+2	126	+ 9	163	+22	112	+5	102	+ 6	117	+ 4	120	+ 7	118	+ 5	116	+ 2
September	106	+ 4	120	+ 8	107	+7	143	+10	190	+14	111	+5	118	+ 6	111	+ 8	118	+13	115	+ 4	104	+ 3
October	124	+ 8	136	+11	125	+9	143	+10	209	+19	114	+6	120	+ 6	109	+11	105	+12	104	+ 9	115	+ 5
November	134	+ 9	135	+ 8	121	+ 6	152	+12	219	+16	118	+6	139	+11	117	+ 8	131	+18	131	+16	113	+ 3

† Independent retailers only. * At average 1961 prices. ‡ January-November

(*Continued on page* 107)

INVESTMENT IN AUSTRALIA



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closely corresponding kind of business heading. A single figure is returned for the departments selling durable goods and ironmongery and hardware and this figure is included in the total for durable goods shops.

(iii) Multiple retailers and co-operative societies report sales for all branches open in the sales period, so that, in respect of these two forms of organizations, the statistics take account of changes in the number of shops, e.g., the opening of new shops or the closing or disposal of existing shops. In the case of independent retailers and general department stores, however, sales are generally reported for individual establishments and no reliable measure of changes in the number of shops is available on the basis of which an adjustment might be made.

(iv) A description of the series, based on 1961 = 100, was given in the *Board of Trade Journal* of May 10, 1963.

Footnotes to Tables:

(a) The periods covered by the index numbers consist of either four or five weeks, each quarter being divided into three 'monthly' periods of four, four and five weeks respectively. The period covered by November, 1964 sales was the four weeks from November 1, 1964, to November 28, 1964, the corresponding period in 1963 was from October 27, 1963, to November 23, 1963. As the figures are based on the value of sales, they are affected by price movements including changes in purchase tax.

(b) Includes figures for variety and other general stores which are not published separately.

(c) These descriptions are based on 1957 turnover groupings. Large denotes shops with sales of £100,000 and over in 1957. Medium denotes shops with sales of £15,000 and under £100,000 in 1957. Small denotes shops with sales of under £15,000 in 1957.

(d) These index numbers do not allow for chemists' receipts under the National Health Service, which are as far as possible excluded by contributors in their returns.

(e) Includes radio and electrical goods shops and radio and cycle shops, cycle shops, perambulator shops.

(f) See Note (ii) above.

(g) Including the bakery departments of co-operative societies.

(h) Excluding the bakery departments of co-operative societies, which are included in the estimate for grocers.

Retail sales in Northern Ireland

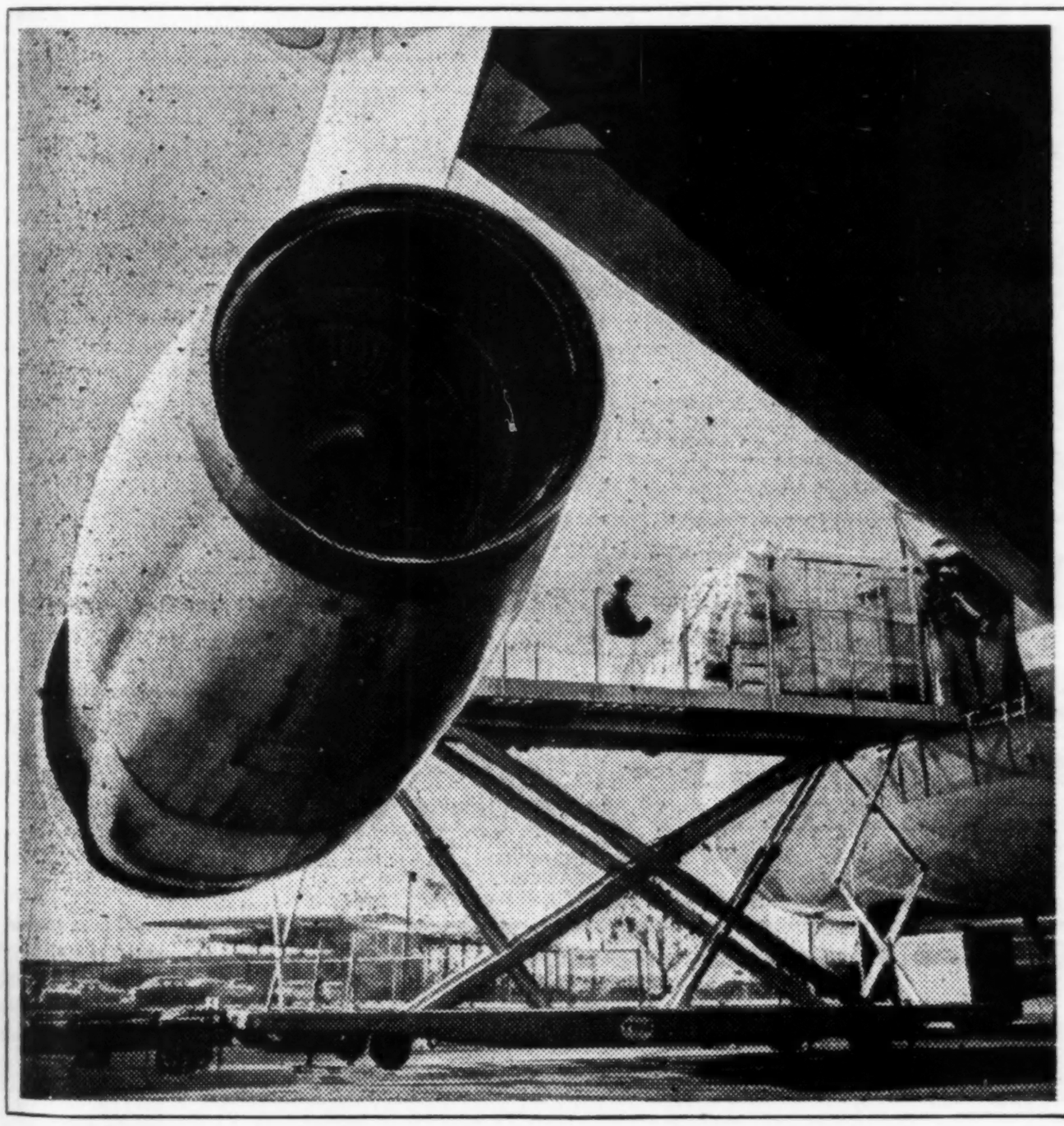
STATISTICS prepared by the Ministry of Commerce show that the total value of retail sales in Northern Ireland in October was 6 per cent higher than the previous year, compared with increases of 9 per cent in August and September, and 7 per cent in July.

Sales by food shops and clothing and footwear shops both showed increases on a year earlier of 4 per cent, but household goods shops showed a decrease of 2 per cent on the previous year.

Further details may be had on application to Northern Ireland Index of Retail Sales, Room 35, Ministry of Commerce, Chichester House, Belfast. (Tel. Belfast 28271, Ext. 113).

Index numbers of value of sales per week (1961 = 100) and percentage changes compared with a year earlier.

	All kinds of business	%	Food shops	%	Clothing and footwear shops	%	Household goods shops	%	Other shops	%
1962 Year	103	+ 3	105	+ 5	100	Nil	104	+ 4	101	+ 1
1963 Year	107	+ 4	110	+ 4	106	+ 6	107	+ 2	102	+ 2
1963 4th quarter	121	+ 4	116	+ 5	132	+ 5	121	+ 4	123	+ 1
1964 1st quarter	105	+ 8	114	+ 7	95	+ 7	104	+ 9	96	+11
2nd quarter	109	+ 3	115	+ 4	104	Nil	106	+ 4	103	+ 5
3rd quarter	113	+ 8	117	+ 9	104	+ 4	114	+ 5	112	+10
1963 November	117	+ 3	115	+ 4	131	+ 2	126	+ 3	108	+ 2
December	138	+ 4	123	+ 4	152	+ 9	120	+ 4	160	Nil
1964 January	102	+ 8	110	+ 5	91	+ 8	107	+21	94	+10
February	106	+10	115	+ 7	93	+ 8	118	+21	94	+12
March	106	+ 6	117	+ 9	100	+ 6	87	—14	99	+11
April	104	+ 2	112	+ 4	94	— 4	99	+ 6	97	+ 1
May	116	+ 5	119	+ 5	119	+ 4	115	+ 3	107	+ 8
June	110	+ 5	119	+ 9	99	— 2	105	+ 3	106	+ 6
July	108	+ 7	111	+ 7	97	+ 5	108	+ 6	112	+ 7
August	114	+ 9	116	+ 8	107	+ 4	121	+15	114	+11
September	116	+ 9	123	+13	108	+ 3	112	— 4	112	+13
October	115	+ 6	115	+ 4	117	+ 4	115	— 2	113	+13



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Hire purchase business in November

AFTER ALLOWING, as far as possible, for normal seasonal movements credit advanced by hire purchase finance houses in November appears to have been at much the same level as in recent months. Sales by household goods shops on hire purchase and other instalment credit terms were also well maintained after making allowance for the seasonal rise to be expected towards the end of the year and some month-to-month irregularities in the figures. A further rise in hire purchase and other instalments outstanding brought the November total to £1,107 million, £13 million more than in October and £160 million more than at the end of November 1963.

Finance houses

Compared with a year earlier total new credit extended in November was up by one-fifth, much the same rise as was shown in the previous four months. Credit for both new and used cars was about one-quarter more than a year earlier. Credit for industrial and building equipment continued to run at about 50 per cent higher than in the previous year.

Direct instalment debt owing to finance houses rose a further £7 million to total £759 million at the end of November. Amounts owing by retailers under block discounting arrangements were little changed at £48 million.

Household goods shops

Sales on hire purchase and other instalment credit terms by household goods shops as a whole were higher in November than a year earlier by about 4 per cent, much the same increase as was shown for the two previous months taken together. For the furniture and furnishings shops sales in November were only slightly above those recorded in November 1963, and for the other main group, mainly the hardware, radio and electrical goods, etc., shops, there was a rise of about 5 per cent.

Debt outstanding to household goods shops rose, partly under seasonal influences, by £6 million during the month to a total of £348 million at the end of November.

In table 2 seasonally adjusted quarterly changes in hire purchase and other instalment debt are given for the first time and are also shown in the chart. Debt owing to household goods shops normally rises, under the influence of seasonally high sales, towards the end of the year while seasonally high car buying in the spring is normally the largest seasonal influence on the level of debt owing to finance houses. These and other regularly recurring seasonal influences have been removed as far as possible in deriving the seasonally adjusted changes.

After falling in the second half of 1961 and the first half of 1962, total debt began to increase again, on a seasonally adjusted basis, towards the end of 1962, the increases becoming larger quarter by quarter until the first quarter of 1964. The rises in the second and third quarters of last year were rather lower than in the first, however.

Notes on statistics

The statistics in this article are derived from monthly returns made to the Board of Trade by two types of contributor – household goods shops and finance houses. The household goods shops give the value of the goods sold on credit. Covered in this full credit price would be the full cash price, including the down payment, and, where the credit is provided by the shop, any credit charges. From these figures the index numbers of credit sales per week given in Table 3 are derived. These figures include all goods sold on instalment credit terms by the retailers concerned, whether they themselves finance the credit extended or whether this is financed by another organization, for example, a finance house. The contributors comprise electricity and gas showrooms, co-operative societies, department stores and multiple and independent retailers. Clothing shops, mail order houses and credit traders calling on customers for orders are not included. From April 1964 department stores were asked to include sales on budget accounts in their monthly returns of instalment credit business and to cover sales in other departments as well as household goods departments, sales of which were not separately distinguished in the returns from that date. The index numbers for May and subsequent months will therefore reflect changes in sales under this wider definition.

The contributing finance houses, on the other hand, send in figures of the value of new credit extended, including credit charges, during the month. Down payments on the articles are not included. These

Debt

Table 1. – Estimates of hire purchase and other credit instalments outstanding

END OF PERIOD — £ million

	Year	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Owed directly to household goods shops	1962	304	301	296	293	292	294	295	297	300	304	308	318
	1963	316	313	311	308	311	313	315	319	323	324	329	340
	1964	339	338	337	335	336	336	337	338	339	342	348	
Owed directly to finance houses	1962	606	598	592	590	593	593	597	593	590	583	575	569
	1963	562	559	563	573	584	593	603	608	611	615	618	614
	1964	618	631	648	668	688	706	722	733	744	752	759	
Total of above	1962	910	899	888	883	885	887	892	890	890	887	883	887
	1963	878	872	874	881	895	906	918	927	934	939	947	954
	1964	957	969	985	1003	1024	1042	1059	1071	1083	1094	1107	

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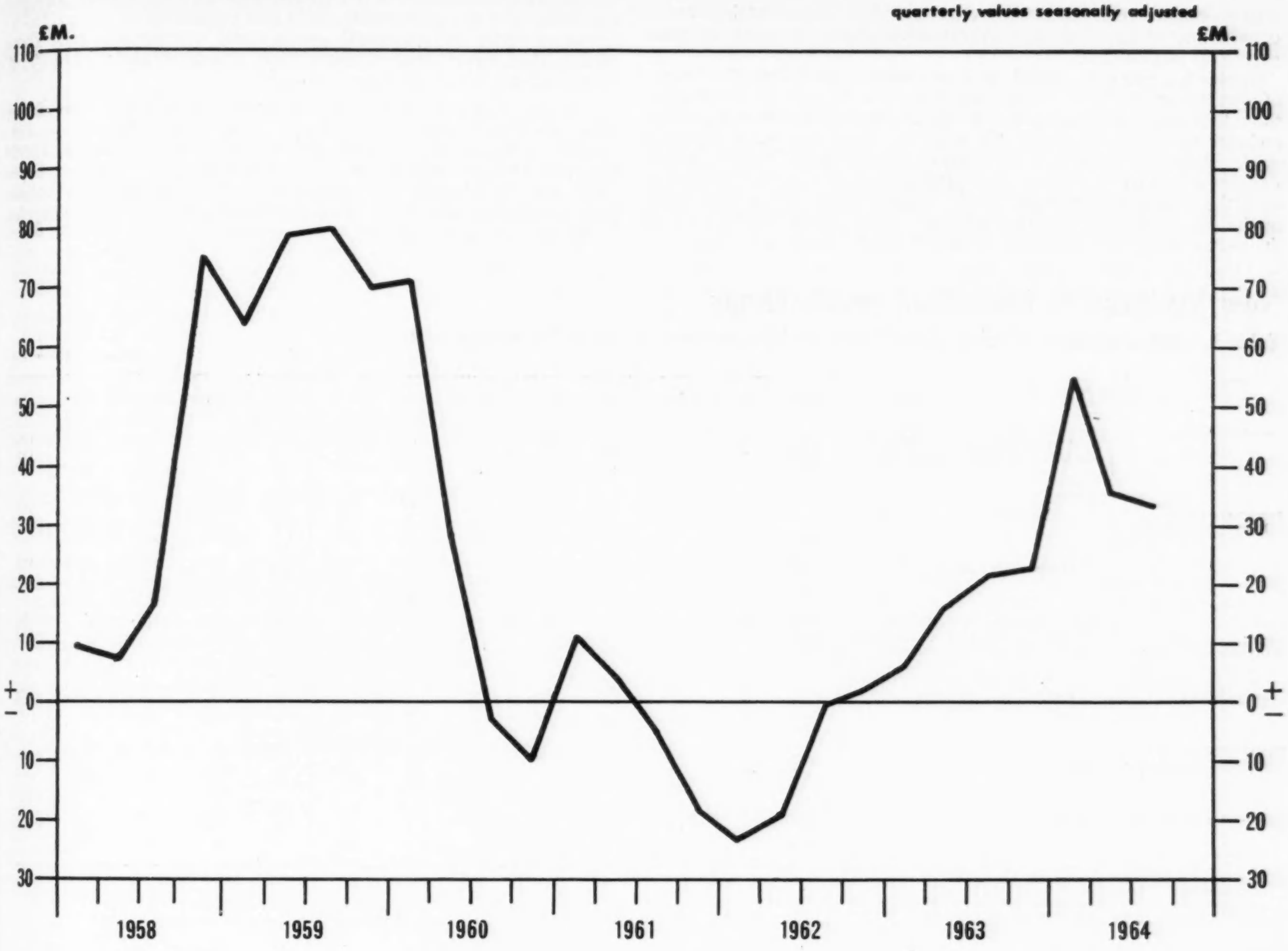
Changes in Hire Purchase Debt.



figures form the basis of Table 4. In so far as goods sold by the household goods shops, whose credit sales comprise Table 3, are financed by direct agreements made between a finance house and the buyer, the new credit extended would also figure in Table 4, as well as being part of the value of sales covered by Table 3.

Both types of contributor also return monthly totals of instalments outstanding to them at the end of each period. These figures are brought together in Table 1. The estimates of debt owed direct to household goods shops relate to agreements entered into between customers and retailers. These estimates include the amounts outstanding on agreements which are subsequently discounted by finance houses. The debt outstanding on agreements made direct between finance houses and retail customers is, however, excluded from the debt owed to shops and included in the total of instalments owed to finance houses. This total does not include the amounts which have been discounted with finance houses. Included with finance houses are some manufacturers who finance credit sales of their own products.

Table 2 gives total credit transactions of finance houses and household goods shops combined. For further details see Economic Trends No. 95, September 1961. The figures were revised in the *Board of Trade Journal* of August 17, 1962, in the light of more comprehensive information about deposits on household goods derived from the Family Expenditure Surveys. Returns from household goods shops for February 1964 covered five weeks, in order that dates for the standard periods of four, four and five weeks in each quarter, for which the bulk of shops report their figures, should be brought more into line with calendar months. The estimate of new credit extended for household goods in the first quarter of 1964 consequently relates to 14 weeks, compared with 13 weeks in other quarters shown.

The repayment figures are derived from the new business and change in debt outstanding reported by contributors and thus necessarily

Table 2—Hire purchase and other instalment credit extended and repaid

£ million

Period	New Credit Extended			Repayments	Change in Debt	
	For household goods	For other durable goods	Total		Unadjusted	Seasonally Adjusted
1958	292	363	655	547	+108	
1959	394	523	917	624	+293	
1960	301	519	820	734	+ 86	
1961	283	515	798	806	— 8	
1962	301	437	738	778	— 40	
1963	318	500	818	751	+ 67	
1961 1st quarter	64	136	200	201	— 1	+11
2nd quarter	69	164	233	210	+23	+ 4
3rd quarter	72	126	198	202	— 4	— 5
4th quarter	78	89	167	193	—26	—18
1962 1st quarter	63	104	167	206	—39	—23
2nd quarter	69	128	197	198	— 1	—19
3rd quarter	79	114	193	190	+ 3	Nil
4th quarter	90	91	181	184	— 3	+ 2
1963 1st quarter	66	102	168	181	—13	+ 6
2nd quarter	74	146	220	188	+32	+16
3rd quarter	83	133	216	188	+28	+22
4th quarter	95	119	214	194	+20	+23
1964 1st quarter	79(a)	150	229	198	+31	+55
2nd quarter	76	189	265	208	+57	+36
3rd quarter	82	168	250	209	+41	+34

(a) Fourteen weeks.

Tables continued on next page

H.P. BUSINESS, *continued*

include sums written off as irrecoverable and lump sum settlements of outstanding balances in addition to normal weekly, monthly or other periodical instalments.

Tables 1, 3 and 4 are based upon estimates derived from the Census of Distribution for 1957. The results of the 1961 Census of Distribution show that many cycle and radio shops are now classed as radio shops owing to a shift in the balance of their sales. Consequently, the category 'cycle shops, cycle and radio shops, perambulator shops', which was distinguished in Table 3 up to December 1962, is now combined with the radio and electrical goods shops pending the examination of the current kind of business of contributors which will be part of the re-basing of these monthly statistics on the Census for 1961.

The estimates in £'s million of goods sold on hire purchase and other instalment credit during 1957, on which Table 3 is based, are: furniture and furnishings shops, 138·32, of which multiple retailers, 58·76 and independent retailers, 59·80; hardware, radio and electrical goods shops, electricity and gas showrooms, cycle and perambulator shops, 153·92; of which radio and electrical goods, cycle and perambulator shops, 98·80; department stores (household goods departments), 22·36. Total, household goods shops, 314·60.

The estimates in £'s million of the amount of new hire purchase and other instalment credit extended in 1957 by finance houses, on which Table 4 is based, are: private cars (new), 55·96 and (used), 122·36; commercial motor vehicles, 46·25; motor cycles, etc., 32·33; caravans, 7·02; farm equipment and tractors, 7·53; industrial and building plant and equipment, 17·02; household goods (including pedal cycles), 49·01; and all goods, 350·57.

New business of household goods shops

Table 3.– Index numbers of value of goods sold on hire purchase and other instalment credit per week

Average for 1957 = 100

		Year	Jan.	Feb.	March (a)	April	May	June (a)	July	Aug.	Sept. (a)	Oct.	Nov.	Dec. (a)
FURNITURE AND FURNISHINGS SHOPS	Total (multiple and independent retailers, co-operative societies)	1962	98	96	94	100	105	104	115	108	113	124	131	140
		1963	93	87	94	105	114	102	121	110	122	128	140	148
		1964	106	104(a)	102	112	107	107	119	107	115	137	143	
	of which: Multiple retailers (b)	1962	103	100	94	102	106	114	126	115	118	131	139	151
		1963	101	96	98	114	120	115	132	117	130	140	147	161
		1964	112	114(a)	105	125	116	124	129	119	127	160	158	
	Independent retailers	1962	89	90	89	93	97	89	97	92	99	108	113	122
		1963	81	75	85	93	100	84	100	95	103	109	122	127
		1964	93	86(a)	88	90	89	84	99	85	91	104	114	
HARDWARE, RADIO, ELECTRICAL GOODS, CYCLE AND PERAMBULATOR SHOPS	Total (multiple and independent retailers, co-operative societies, gas and electricity showrooms)	1962	89	89	93	88	98	116	118	112	116	120	127	136
		1963	97	97	102	96	112	119	118	118	128	129	135	140
		1964	108	107(a)	105	107	112	120	118	121	128	137	142	
	Of which (multiple and independent): Radio and electrical goods, cycles and perambulator shops	1962	68	61	60	62	66	78	79	78	75	82	86	106
		1963	71	67	67	66	73	74	79	82	78	78	82	101
		1964	75	66(a)	64	70	71	70	72	74	72	79	81	
DEPARTMENT STORES: Household goods departments		1962	142	114	111	117	120	121	148	122	134	153	160	155
		1963	138	109	111	116	129	112	155	119	134	158	172	162
		1964	152	118(a)	114	124	127(c)	117	141	119	135	158	176	
TOTAL, HOUSEHOLD GOODS SHOPS		1962	97	94	94	95	103	111	119	111	116	124	131	139
		1963	98	93	99	101	114	111	122	114	126	131	140	145
		1964	110	107(a)	105	110	111	114	120	115	123	139	145	

(a) Average of five weeks.
(b) Multiple retailers are defined as those having ten or more branches.
(c) Not strictly comparable with previous months.

New business of finance houses

Table 4.–Index numbers of new hire purchase and other instalment credit extended direct to hirers per calendar month

Monthly average 1957 = 100

	Year	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Private cars – new	1962	124	145	168	169	238	201	199	145	137	158	148	102
	1963	159	161	245	270	314	255	274	204	201	235	208	146
	1964	242	262	326	349	334	340	338	260	265	272	262	
Private cars – used	1962	96	121	134	138	179	162	169	152	126	133	111	78
	1963	81	104	151	168	188	160	181	162	149	163	141	112
	1964	147	176	197	234	232	234	235	206	200	194	173	
Commercial motor vehicles – new and used	1962	155	157	171	157	185	161	160	130	127	143	136	94
	1963	122	123	160	168	188	155	169	140	139	171	162	135
	1964	177	172	198	217	209	204	191	155	171	183	184	
Motor cycles, side-cars, power assisted cycles – new and used	1962	43	64	78	82	106	95	96	82	68	66	51	33
	1963	30	40	72	87	102	88	97	94	73	71	57	40
	1964	47	67	72	88	102	106	102	99	90	84	64	
Caravans – new and used	1962	95	127	172	175	222	205	217	198	160	153	115	76
	1963	74	98	178	242	235	216	231	209	177	173	136	93
	1964	112	145	195	238	223	238	245	227	207	195	143	
Farm equipment and tractors	1962	93	105	143	110	112	116	141	151	139	153	126	75
	1963	90	86	134	139	143	119	162	179	170	166	153	114
	1964	155	122	152	192	139	185	185	198	174	199	174	
Industrial and building plant and equipment	1962	254	300	337	266	302	254	286	212	216	235	209	181
	1963	233	217	312	295	329	276	339	260	264	313	312	263
	1964	366	386	380	469	468	442	479	381	391	473	464	
Household goods (a)	1962	118	98	90	88	110	105	120	115	107	120	117	110
	1963	128	96	108	107	124	105	120	120	118	133	127	128
	1964	148	117	122	124	121	116	103	97	108	111	108	
All goods (including goods not shown above)	1962	121	133	147	142	179	160	168	143	127	140	126	94
	1963	115	116	164	177	201	169	189	162	154	175	157	129
	1964	174	184	209	236	230	231	228	194	197	203	189	

(a) Includes pedal cycles and some mopeds; mopeds are generally classified with motor cycles but some returns do not distinguish mopeds from pedal cycles.

WHOLESALE PRICE INDICES

Higher prices in the second half of last year

AFTER A PAUSE in the first half of the year prices of materials rose by some 2 per cent in the second half of 1964. The rise occurred in both the food and non-food sectors. In December there was some easing back in the non-food sector. On average, in the fourth quarter last year, prices in the non-food sector were some 4 per cent higher than a year earlier; in the food sector, where there had been a fall in the first half-year, prices were a shade lower than a year earlier, with sugar well down but many other commodities significantly higher.

Output prices continued to rise. The provisional index for home market sales of the non-food sector in the fourth quarter was up by about 1 per cent on the third quarter and nearly 4 per cent more than in the fourth quarter of 1963. Prices of products of the food manufacturing industries also rose further in the fourth quarter and were on average some 2 per cent up on a year earlier.

Materials and fuel used in broad sectors of industry

Compared with a year earlier, lower prices for sugar in the fourth quarter only partially offset increased prices for a number of other materials used in the food manufacturing industries, including pigs, meat, oils, oilcake and wheat. The index numbers for each of the other broad sectors of manufacturing industry, apart from textiles, rose further in the fourth quarter. Compared with a year earlier the increases ranged from about 2 per cent for paper, to nearly 6 per cent for timber which was affected by the recent import surcharge. The index for the textile industries, which fell again in the fourth quarter with the marked reduction in wool prices, was some 4½ per cent less than in the final quarter of 1963.

Prices of materials used in house building and in construction rose steadily during last year and finished some 4 per cent up on a year earlier.

Output of broad sectors of industry

Higher prices for a number of products, including bread, biscuits, chocolate and sugar confectionery, contributed to the further rise in the food index in the fourth quarter – against this sugar prices eased further and were well down on the fourth quarter of 1963. The index numbers for the other broad sectors of industry were all higher than in the third quarter, the increases ranging from the marginal movement in iron and steel to the increase of nearly 2 per cent in the timber industries' index. Compared with a year earlier the increases ranged from less than 1 per cent for iron and steel to over 5 per cent for timber.

The index of costs of new construction rose to 129 compared with 126 in the fourth quarter of 1963.

1. Materials purchased by broad sectors of industry—1954=100

(monthly averages)

1958 Standard Industrial Classification Minimum List Headings		1963	1964				1963	1964						
		4th Qtr.	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	Dec.	June	July	Aug.	Sept.	Oct.	Nov.	Dec..
Orders III to XVI	Basic materials and fuel used in manufacturing industry.	106·3	106·9	106·1	107·0	108·1*	106·3	106·2	106·7	107·1	107·2	108·1*	108·3*	107·9*
	Basic materials	102·1	102·7	101·9	102·9	104·2*	102·1	102·1	102·7	103·0	103·1	104·2*	104·4*	103·9*
	Fuel	138·5	138·2	138·1	138·1	138·5*	138·6	137·6	137·6	138·3	138·4	138·2*	138·6*	138·9*
Orders IV to XVI	Basic materials and fuel used in manufacturing industry, other than food, drink and tobacco manufacturing industries.	106·1	107·9	107·8	108·6	109·9*	106·8	107·8	108·1	108·6	109·1	110·0*	110·3*	109·4*
	Basic materials other than fuel . . .	100·4	102·5	102·5	103·5	104·9*	101·2	102·6	102·9	103·4	104·0	105·1*	105·3*	104·3*
211 to 229	Materials and fuel used in the food manufacturing industries.	106·1	103·9	102·3	103·7	105·2*	104·5	102·9	103·9	104·0	103·3	104·8*	105·1*	105·7*
263 to 277	Materials and fuel used in the chemicals and allied industries.	109·0	109·9	110·4	111·7	113·1*	109·4	110·8	111·6	111·7	111·8	112·1*	113·3*	113·8*
331 to 349 (excluding 342)	Materials and fuel used in the mechanical engineering industries.	131·4	133·3	134·7	135·5	137·4*	131·9	134·7	134·9	135·5	136·1	137·0*	137·6*	137·6*
361	Materials and fuel used in the electrical machinery industry.	121·5	122·9	124·2	125·2	127·4*	121·9	124·2	124·4	125·2	125·9	126·8*	127·8*	127·8*
Order X	Materials and fuel used in the textile industries	100·1	102·4	99·2	97·8	95·5*	100·9	98·4	97·7	98·3	97·6	96·5*	95·9*	94·2*
Order XIV	Materials and fuel used in the timber industries	111·1	113·1	114·5	115·3	117·4*	111·8	114·8	115·0	115·2	115·7	116·0*	117·8*	118·3*
Order XV	Materials and fuel used in the paper industries .	108·3	109·8	109·9	110·1	110·4*	108·7	109·9	109·8	110·2	110·3	110·3*	110·6*	110·3*
Order XVII	Construction materials	123·1	124·1	125·4	126·1	127·6*	123·3	125·7	125·9	126·1	126·4	126·9*	127·7*	128·2*
Part of Order XVII	House building materials	122·9	124·3	125·9	126·5	128·2*	123·3	126·2	126·3	126·5	126·8	127·2*	128·5*	128·9*

* Provisional figure.

(Continued on next page)

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2. Output of broad sectors of industry—1954=100

(monthly averages)

1958 Standard Industrial Classification Minimum List Headings		1963	1964				1963	1964						
		4th Qtr.	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	Dec.	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Orders III to XVI	All manufactured products: Total sales	120·8	121·6	123·3	124·3	125·2*	121·0	123·7	124·0	124·3	124·6	124·8*	125·3*	125·5*
	Home market sales	121·2	122·2	124·1	125·2	126·2*	121·5	124·4	124·8	125·1	125·5	125·7*	126·4*	126·5*
Orders IV to XVI	Products of manufacturing industries, other than food, drink and tobacco: Total sales	121·8	122·8	123·8	124·7	125·5*	122·0	124·1	124·4	124·6	125·0	125·1*	125·6*	125·8*
	Home market sales	122·6	124·0	125·0	125·8	126·8*	122·9	125·2	125·5	125·7	126·2	126·3*	127·0*	127·2*
211 to 229	Products of the food manufacturing industries: Home market sales	117·1	117·4	117·2	118·2	119·5*	117·4	117·4	118·3	118·4	118·0	118·8*	119·7*	120·0*
263 to 277	Chemicals and allied industries: Total sales	104·1	104·4	105·1	105·6	106·5*	104·2	105·2	105·5	105·5	105·9	106·2*	106·5*	106·7*
	Home market sales	105·2	105·7	106·5	107·1	108·0*	105·4	106·6	107·0	107·1	107·3	107·6*	108·0*	108·3*
311 and 312	Iron and steel industries: Total sales	128·8	129·0	129·1	129·5	129·7*	128·9	129·1	129·3	129·5	129·6	129·7	129·7*	129·7*
	†Home market sales	133·8	134·1	134·2	134·3	134·6*	133·9	134·2	134·2	134·4	134·4	134·6	134·6*	134·7*
Order X	Textile industries other than clothing: Total sales	106·8	108·8	109·9	110·5	111·1*	107·3	110·1	110·1	110·5	110·9	111·0	111·2*	111·2*
	Home market sales	104·9	106·7	107·5	108·3	108·9*	105·5	107·8	108·0	108·3	108·6	108·6	109·1*	109·1*
Order XII	Clothing and footwear: Home market sales	111·0	111·9	112·3	112·9	113·1*	111·2	112·5	112·7	112·9	113·0	113·0	113·1*	113·2*
Order XIV	Timber industries: Home market sales	113·3	115·5	116·8	117·5	119·4*	113·7	116·9	117·2	117·3	117·9	117·9*	119·1*	121·3*
481 to 483	Paper industries: Home market sales	112·2	113·5	113·9	114·3	115·4*	112·4	114·1	114·3	114·3	114·4	114·6	115·5*	116·0*
Order XVII	New construction‡	126	127	128	128	129*	126	128			128			129*

* Provisional figure. † The index for Blast Furnaces and Iron and Steel Melting and Rolling: Home Market Sales (Minimum List Headings 40, 41 of the 1948 Standard Industrial Classification) has been discontinued. An equivalent index is published in Table (3) (a) of this article under the title 'Other steel goods (excluding tubes)'. ‡ Index of building costs figures relate to average for the quarter.

(Continued on next page)

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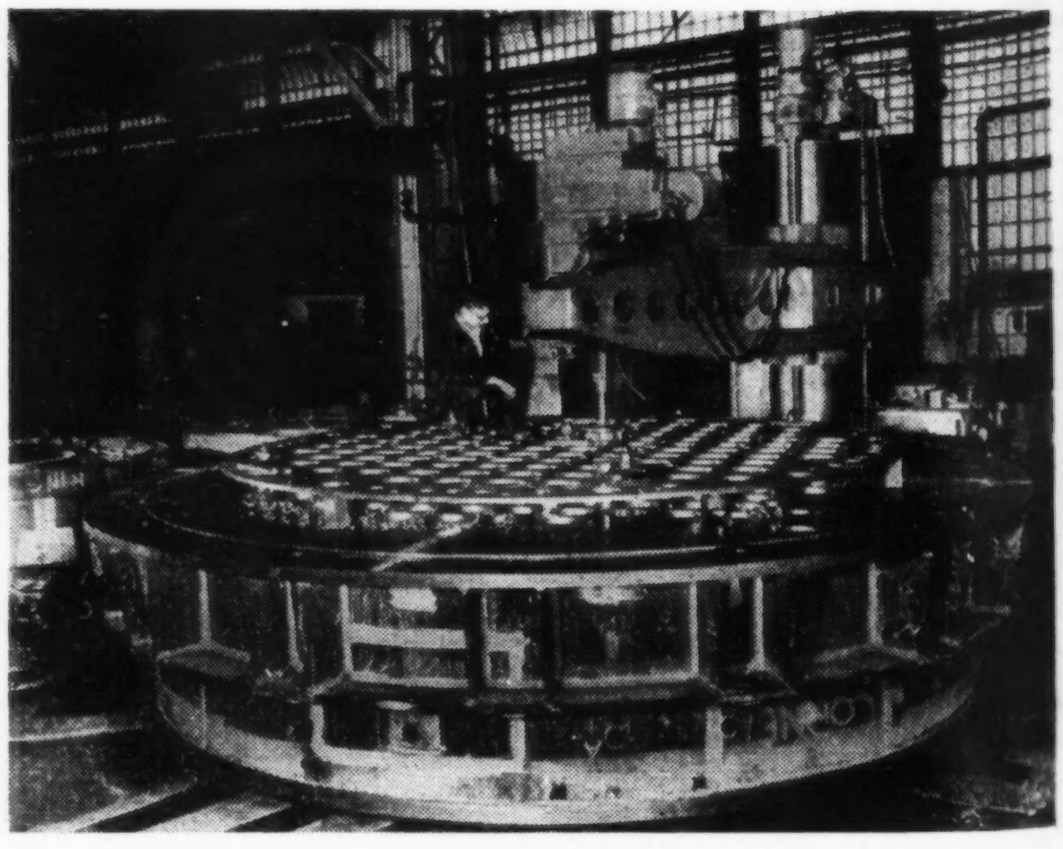

Boring holes in the upper neutron shield tank for the channel tubes of the reactor core of the steam generating heavy water reactor at the Derby Works of International Combustion Limited. The company have the major contracts with the United Kingdom Atomic Energy Authority for the manufacture of the neutron shield tanks, the neutron shield cooling system, the primary circuit, the venturis for channel power measurement and the cluster and two-element loop circuits. The prototype steam generating heavy water reactor will have an electrical output of 100 MW and is being built at the Authority's Experimental Establishment at Winfrith Heath.

3 (a). Commodities produced in the United Kingdom—1954=100

Commodities are listed by industries (as defined in the Standard Industrial Classification 1958) whose principal products they are. The Standard Industrial Classification references appear in the annual article on wholesale price index numbers published in the *Board of Trade Journal* of February 21, 1964. (monthly averages)

	1963	1964			
	Dec.	June	Oct.	Nov.	Dec.
Coal†	156·2	151·3	153·6	153·6*	158·4*
Slates	161·1	172·5	172·5	172·5	172·5
Salt	114·0	113·8	110·7	110·7	110·7
Flour	116·2	119·3	119·3	119·3	119·3
Sugar, refined	128·2	131·7	129·6	127·4	124·1
Chocolate and sugar confectionery	107·1	108·0	108·6	108·8*	109·0*
Beer	107·6	117·2	117·0	117·0*	117·0*
Tobacco and cigarettes	126·8	136·4	139·3	139·3	139·3
Hard coke	164·0	164·0	164·0	164·0	164·0*
Motor spirit, standard grade (including duty)	109·4	109·4	109·4	118·2	122·7
Medium fuel oil (950 secs.)	138·9	138·9	138·9	138·9	138·9
Lubricating oils and greases	128·4	129·5	129·5	129·5*	129·5*
General chemicals	99·4	100·3	100·5	100·6*	100·7*
Pharmaceutical chemicals	65·6	65·8	65·9	65·7*	65·9*
Pharmaceutical preparations	98·1	98·8	100·9	100·7*	100·5*
Toilet preparations	130·0	133·9	132·9	132·9*	133·0*
Paint for building and decorating	113·5	115·8	115·8	115·9*	116·0*
Soap	136·2	138·0	145·0	145·8*	148·9*
Soapless detergents	100·7	102·5	103·9	104·8	106·4*
Synthetic resins and plastic materials	76·8	76·5	76·2	74·7*	74·7*
Steel sheets	132·5	133·0	134·2	134·2	134·2
Tinplate	120·3	120·3	124·2	124·2	124·2
Other steel goods (excluding tubes)	133·6	133·8	133·8	133·8	133·9*
Steel tubes	139·1	140·9	141·0	141·0	141·0
Iron castings	143·7	145·7	145·8	145·9	146·3*
Aluminium and aluminium alloy products:					
Extruded and drawn	136·4	142·2	142·2	142·2	145·2
Rolled	127·0	132·9	132·9	132·9	136·3
Castings	134·2	139·5	139·5	139·5	139·5
Forgings	130·0	135·6	135·6	135·6	135·6
Brass, ingot 65-35, B.S. 1400: B3, delivered	100·2	118·2	138·3	144·8	140·9
Photographic paper and films, etc.	125·3	125·4	126·0	126·0	126·0*
Spectacles, etc.	122·4	125·8	125·8	130·2	130·2*
Dental goods	131·2	136·7	137·2	137·2*	137·2*
Gramophone records	138·5	138·5	138·5	138·5	138·5*
Domestic electrical appliances	99·5	101·2	101·2	101·2*	101·2*
Perambulators, etc.	122·7	124·4	124·5	124·5*	124·5*
Tools and implements	138·6	144·2	146·5	146·6	146·8*

	1963	1964			
	Dec.	June	Oct.	Nov.	Dec.
Cutlery	130·4	132·1	132·8	132·8*	132·8*
Cutlery (other than razors and razor blades)	127·8	132·8	133·9	133·9	133·9*
Spoons and forks	143·0	147·2	150·3	150·3	150·3
Galvanized cisterns, tanks and cylinders	157·1	157·1	163·3	163·3	163·3
Domestic hollow-ware	140·2	146·9	147·7	147·7	147·7
Domestic gas appliances	110·6	112·2	112·2	112·2	112·2
Cotton yarn	90·9	95·2	96·5	97·7	97·8
Spun rayon yarn	97·8	105·0	106·4	106·1	106·5*
Irish linen yarns (wetspun)	127·7	134·5	134·5	134·5	134·5
Cotton cloth	96·4	100·5	102·6	104·0*	104·0*
Linen	125·0	128·5	127·6	129·7*	129·7*
Rayon and acetate fabric	111·8	114·4	117·8	118·2	118·8*
Wool tops	98·4	90·8	87·1	85·6	80·9*
Worsted yarns	102·8	98·8	96·1	95·1	91·7*
Harris tweed	108·3	108·3	108·3	108·3	108·3
Serge cloth	101·4	102·4	101·1	100·8	99·1
Jute yarn	104·2	107·7	125·4	125·4	125·4
Jute piece-goods	112·4	112·4	127·8	127·8	127·8
Rope, twine and net	126·3	128·7	129·3	129·3	126·5
Hosiery and other knitted goods	97·5	98·9	100·1	100·2*	100·2*
Carpets and rugs	119·4	127·4	127·5	127·8	127·8*
Canvas goods and sacks	98·2	99·2	99·1	99·7	105·2*
Leather for footwear	105·0	104·2	105·4	105·4*	105·4*
Travel goods	120·0	124·7	125·4	125·4	125·4*
Made-up clothing	110·4	111·6	112·2	112·3*	112·5*
Weatherproof outerwear	102·0	102·6	102·8	102·8*	102·8*
Men's and boys' tailored outerwear	111·9	113·0	113·8	113·9	114·5*
Women's and girls' tailored outerwear	109·3	110·4	110·6	110·1*	110·1*
Women's and girls' light outerwear	109·2	109·6	110·4	110·7*	110·8*
Footwear (excluding rubber)	112·2	113·5	113·5	113·7*	113·7*
Refractory goods, including bricks	145·4	145·4	145·7	145·7	149·6
Non-refractory goods, including bricks	126·7	129·1	129·9	130·5*	130·6*
Building bricks, common, other than fletton, *ex works.*	128·0	131·5	133·7	134·1*	134·5*
Building bricks, fletton common, *delivered.*	119·3	119·3	119·3	119·3	119·3
Electrical porcelain	128·4	128·4	129·4	132·3	132·3
Domestic china and earthenware	136·3	139·2	142·3	142·3	142·3
Glass (other than containers)	132·8	133·1	134·0	135·2*	135·2*
Glass containers	118·4	118·4	123·4	123·4	123·4

* Provisional figure. † This index is based on prices ruling on the last day of the month.

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3 (a). (*Continued*). Commodities produced in the United Kingdom—1954=100

(monthly averages)

	1963	1964			
	Dec.	June	Oct.	Nov.	Dec.
Cement, delivered	124·4	124·5	124·5	124·5	124·5
Abrasive paper and cloth	128·7	128·7	128·7	128·7	128·7
Cast stone and cast concrete products	111·1	112·8	117·1	117·1	117·1
Home-grown hardwood	101·5	102·2	103·3	104·5*	105·8*
Domestic furniture	116·7	119·9	119·8	120·2	121·2*
Bedding, etc.	109·1	111·4	113·5	113·5	113·5
Wooden boxes, packing cases, crates, etc.	116·1	119·1	120·4	121·2*	121·6*
Paper and board	110·9	112·5	112·4	112·8*	113·5*
Cardboard boxes, cartons and fibreboard packing cases.	110·9	112·7	113·8	116·1*	116·7*
Wallpaper	131·7	133·8	133·8	133·8*	133·8*
Paper bags	118·4	118·4	118·4	118·4*	118·4*
Manufactured stationery	118·4	119·7	120·4	120·4*	120·4*
Other manufactures of paper and board	103·9	108·1	108·1	108·1*	108·1*
Rubber tyres and tubes	123·4	123·4	123·4	123·4	123·4
Rubber goods (other than tyres and tubes)	114·9	116·2	117·2	117·3*	118·7*
Rubber footwear	125·9	125·9	125·9	125·9	135·2
Linoleum and felt base	131·1	135·5	137·1	137·5	138·5
Brushes and brooms	135·2	138·8	138·9	138·9	138·9*
Toys and games	119·0	122·1	122·1	122·1	122·1*
Sports equipment	134·0	133·9	133·3	133·9	133·9*
Pens and pencils	114·0	112·3	112·3	112·3	113·8*
Other stationers' goods	126·9	130·3	130·3	130·3	132·7
Plastic mouldings	103·2	103·8	103·8	104·0*	104·0*

* Provisional figure.

3 (b). Commodities wholly or partly imported into the United Kingdom—1954=100

(monthly averages)

	1963	1964			
	Dec.	June	Oct.	Nov.	Dec.
Hides and skins	77·8	80·8	89·5	91·1*	91·1*
Imported	85·1	88·0	94·0	94·0*	94·0*
Native	66·8	70·0	82·9	86·9	86·9*
Non-ferrous metals:					
Aluminium, virgin ingot, delivered	117·9	123·1	123·1	123·1	125·5
Copper, ex-ship, wharf or warehouse†	94·8	117·9	198·1	204·3	185·2
Lead, ex-ship, wharf or warehouse†	77·1	92·7	124·8	137·4	144·3
Nickel, refined, delivered	131·9	131·9	131·9	131·9	131·9
Tin, ingot, min. 99·75 per cent, settlement price	140·3	164·5	220·4	207·0	183·1
Zinc, ex-ship, wharf or warehouse†	121·0	165·6	155·1	159·8	159·1
Oils, resins and gums:					
Linseed oil, crude, naked, ex-works	115·2	123·4	126·0	122·1	123·4*
Palm oil, c.i.f., in bulk	100·3	100·9	106·5	109·3	110·3*
Whale oil, acid, soft, naked, ex-works	69·5	82·1	77·2	74·9	74·7*
Pyrites, c.i.f., United Kingdom ports	59·4	62·4	59·7	70·3	63·5
Rubber, No. 1 R.S.S. one month future	99·4	101·7	106·2	105·5	103·0
Sulphur, crude (for acid making), c.i.f.	65·6	62·9	64·2	64·2	64·2
Textiles:					
Coir yarn, c.i.f. United Kingdom ports	158·0	157·6	155·6	154·9	154·2
Cotton, raw	72·4	72·6	72·0	71·8	71·8
Jute, raw, 'Export Firsts', c.i.f. Dundee	120·5	118·3	158·8	155·4	156·1*
Jute, raw, 'Export Lightnings', c.i.f. Dundee	114·8	114·7	155·1	150·2	151·5*
Silk, raw, delivered mill	124·2	117·0	113·7	115·0*	114·9*
Sisal, East Africa No. 1 Grade, c.i.f. London	172·7	172·7	128·9	126·0	125·6
Wool, raw	98·2	91·4	85·6	84·0*	79·1*
Crossbred, medium and coarse, c.i.f. U.K.	115·5	106·3	100·1	97·0	88·5
Crossbred, fine, c.i.f. U.K.	101·6	94·1	88·7	86·2	80·7
Merino, c.i.f. U.K.	89·2	82·4	77·5	76·7	72·8
Timber:					
Imported hardwood (ex-yard or wharf)	111·6	112·9	114·3	115·1*	115·1*
Imported plywood (delivered to consumers)	100·5	101·9	102·6	117·1	117·2
Imported softwood (delivered to consumers)	108·0	113·1	114·9	116·1	116·7
Woodpulp, imported	98·7	100·3	100·9	100·9*	100·9*

* Provisional figure.
† L.M.E. mean of buyers' and sellers' prices at close of morning session.

NOTES ON WHOLESALE PRICES

The notes on index numbers of wholesale prices (1954=100) *are published only in the annual article, which normally appears in February. They were last published in the issue of February* 21, 1964.

Correspondence about wholesale price index numbers should be addressed to Statistics Division, Board of Trade, Room 102, Hillgate House, 35 Old Bailey, London, E.C.4. Telephone inquiries should be made to City 5757, Ext. 7246 or 7216.

REPORTS FOR UNITED KINGDOM EXPORTERS ON FIRMS OVERSEAS

UNITED KINGDOM exporters may wish to know more about a firm abroad which has offered to do business with them. The Board of Trade keeps records about the standing, activities and influence of many firms abroad, and will make inquiries about any particular firm not already on record. These are not credit reports (for which the inquirers should apply to banks and other agencies) but they are useful in deciding the suitability of the overseas trader as a sales outlet. Requests for reports should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the appropriate Regional office of the Board.

Exhibitions and Fairs

PORT OF 'EARLS COURT'

Centrepiece of the Boat Show — a typical harbour.

British firms book substantial overseas orders at Boat Show

THE ELEVENTH International Boat Show, which took place at Earls Court, London, from January 6 to 16, featured some 600 craft of every description, from those that you can build yourself to fast ocean 'greyhounds', everything from seven-footers to the hovercraft. Organized by the Ship and Boat Builders' National Federation and sponsored by the *Daily Express*, there were exhibits from Holland, Canada, Germany, Eire, France, Portugal, Belgium, Denmark, the United States in addition to the many British boat builders.

Opening the show HRH Princess Alexandra said: 'This Boat Show, staged as it is in the depth of winter, not only brings most welcome thoughts of holidays and longer days ahead, but provides, too, a useful shop window for boat builders and shipyards all over the country, and, indirectly, to the sawmills, foundries and all the other industries that service them.'

For five years the centrepiece of the Boat Show has offered visitors to the show the chance to see boats in their natural setting. During this time the theme has ranged around the world, but this year the friendly warmth of the 'prom' was paramount. Here were shown sea-foods, shops, a lighthouse, and the many other attendant features of the seaside promenade – boats at efficient, approachable moorings, fashion girls modelling leisure fashions on the top deck of an impressive 'floating home', and down in the depths of the pool men of the Royal Engineers working in what was claimed to be the first underwater house seen in Britain – a transparent, plastic 'igloo' moored to the bottom of the pool.

As you looked out from the promenades between the 'copper' roofs of the reception floors and the red and white striped bulk of the lighthouse, there was a 'harbour-wall' view of the best in British boating.

Suspended over the harbour was a Royal Navy Wasp helicopter from the Rescue Service, which is capable of carrying five persons. These and similar machines have rescued hundreds of yachtsmen in danger off the British coasts in the past few years besides their special duties, mercy missions to ships at sea, and rescuing crew of crashed aircraft.

Exhibitors were loud in their praise of the firm inquiries they received from overseas visitors. In addition, a number of British firms booked substantial orders for boats and the attendant equipment. One exhibitor commented to the *Board of Trade Journal*: 'We have exhibited each year at this show and have always been impressed with the number of firm inquiries from overseas, but this year we have booked quite a number of substantial overseas orders. We are more than pleased.'

Harrogate Toy Fair - a 'trend setter' for 1966

SOME 350 exhibitors occupied more than 300,000 sq. ft. of space in five hotels, and an exhibition hall at the 16th Harrogate International Toy Fair which was opened by HRH the Princess Royal on January 9. British toys represented three-quarters of the Fair. Others came from Europe, the United States, the USSR and Japan. In his capacity of chairman, Mr. F. S. Mercer, managing director of Eisenmann and Co. Ltd., referred to the exhibition as a 'little Common Market and EFTA' rolled into one with the toys of 24 nations shown side by side.

Toy output is running at about £47 million a year with toy exports close on £13 million a year, British toys being exported to well over 100 different countries. These figures are more than double what they were when the Harrogate Fair came into being in 1950. Buyers from all parts of the world attended, recognizing Harrogate as the trend setter of the year ahead. Visitors numbered an average about 5,000. It was expected that £10 million worth of business would be transacted.

The exhibits were various. There were some original and well-loved perennials with a new look, in particular dolls, which become more and more lifelike. James Bond (007) was shown for the first time – lending his name to a secret agent's kit complete with gun in shoulder holster. Other newcomers were 'Mary Poppins', 'Dr. Who' and the 'Daleks'. Character merchandising linking toys with TV and the cinema were a dominant feature of the toy industry.

The cult of the family car and modern motorway has brought a wave of electric highways and car racetracks to compete strongly with the traditional railway layouts. Transport in general has invaded the playroom in a big way with faithfully detailed replicas of every conceivable vehicle that travels by land, sea or air. The vehicles have to produce realistic sounds as well as look real. To go with these were models of super-garages, multi-storey car parks, underpasses and flyovers.

Bring your biggest briefcase . . .

You'll need it when you come to the 11th International Hardware Trades Fair in London. Last year broke all business records. This year promises to be even better. More exhibitors, more products, more opportunities. And of course you'll want to find out what has been going on in the trade and fill your case with details of profitable new lines. Whether you are buying or thinking of exhibiting make a date now for Olympia London February 1st — 5th, 1965.

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CHANGES IN TRADE FAIRS AND EXHIBITIONS ANNOUNCEMENTS

BECAUSE *of pressure on space all the various classified lists of trade fairs and exhibitions will be published in full only on the dates indicated below:*

	Date last published	Date next published
Outside Europe ...	*Jan.* 1	*April* 2
Europe	*Dec.* 4	*Mar.* 5
United Kingdom ...	*Nov.* 6	*Feb.* 5

Amendments and additions to the three lists will be shown in the issues of the intervening weeks.

No responsibility is taken for the standing of organization or individuals mentioned in the lists, and dates, etc., may be subject to alteration.

*The Board of Trade Export Promotion and Fairs Branch, Queen Anne's Mansions, Queen Anne's Gate, S.W.*1. (*Tel. Abbey* 7877, *Ext.* 3557, *Germany and Scandinavia;* 2783, *France, Italy, Benelux, Switzerland, Austria, Finland, Greece, Turkey and Middle East*: 3558, *United Kingdom and Rest of the World*) *will be glad to answer general inquiries, but applications should be made to the organizers or United Kingdom agents for details of costs and conditions of participation. Export Promotion and Fairs Branch can also provide information about other events which, owing to space limitation, are not included in the lists.*

* *indicates event which is held annually at approximately the time stated.*

† *indicates event which is held alternate years at approximately the time stated.*

Amendments and Additions to Classified Lists

The fairs and exhibitions given below are amendments and additions to the full lists published in the *Board of Trade Journal* on January 1, December 4, and November 6, respectively.

Cancellation

PARIS: The Board of Trade have been informed that the International Textile Trade Fair scheduled to be held from May 22-25, 1965, will not now take place.

EUROPE

Amendments:

The Board of Trade have been informed that the following events will take place on the dates shown below and not on the dates shown in the *Board of Trade Journal* dated December 4, 1964.

GRENOBLE: INTERNATIONAL WINTER SPORTS EXHIBITION – March 4-8, 1965.

PARIS: INTERNATIONAL PROFESSIONAL OPEN AIR EQUIPMENT AND FISHING EXHIBITION – October 30-November 2, 1965.

Inquiries about the Bari International Levant Fair, September 12-23, 1965, should be addressed to Du Mont Publicity Co. Ltd., 18 Queensberry Place, London, S.W.7 (Tel. Kensington 1700), and not to the address shown in the *Board of Trade Journal* of December 25, 1964.

Liege: Inquiries concerning the International Mining and Industrial Machines Fair to be held from May 22-June 7, 1965, should be addressed to Belgium House, 167 Regent Street, London, W.1 (Tel. Regent 1491), and not to R. C. Liebman, 178 Fleet Street, London, W.1, as shown in the *Board of Trade Journal* dated January 8, 1965.

Additions:

MONACO: PETROLEUM AND THE SEA EXHIBITION – May 12-20, 1965.
Apply, C.I.D.E.P., 26 Boulevard des Moulins, Monte Carlo.

DUSSELDORF: INDUSTRIAL SAFETY AND FACTORY HYGIENE CONGRESS AND EXHIBITION – May 13-15, 1965.
Apply, John Buck (Trade Fair Agencies) Ltd., 47 Brewer Street, London, W.1. (Tel. Gerrard 7576).

TRIESTE: FLOWER SHOW – May 22-June 6, 1965
Apply, Ente Rinascita Agricola, Via Teatro Romano 17, Trieste.

TRIESTE: INTERNATIONAL SAMPLES FAIR – June 20-July 5, 1965.
Apply, Italian Chamber of Commerce, 31 Old Burlington Street, London, W.1 (Tel. Regent 2411).

BRUSSELS: EUROPEAN MACHINE TOOL EXHIBITION – September 3-12, 1965.
Apply, Machine Tools Trade Association Incorporated, 25/28 Buckingham Gate, London, S.W.1. (Tel. Victoria 7542).

UTRECHT: INSTRUMENT IN INDUSTRY AND SCIENCE EXHIBITION – September 14-22, 1965.
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

BRUSSELS: EUROPEAN TRADE SHOW OF READY-MADE CLOTHING FOR LADIES AND CHILDREN – October 2-7, 1965.
Apply, Centre Professional pour l'expansion de l'industrie de la Confection (C.E.P.C.O. a.s.b.l.), 52 Rue du Progres, Brussels.

FRANKFURT: SCIENTIFIC CONGRESS – PHYSICISTS' CONGRESS AND EXHIBITION – October 4-10, 1965.
Apply, Dr. Obert, Farbwerke Höchst A.G., Frankfurt am Main, Höchst.

GHENT: EUROPEAN PLASTICS FAIR – October 21-31, 1965.
Apply, du Mont Publicity Co. Ltd., 18 Queensberry Place, London, S.W.7. (Tel. Kensington 1700).

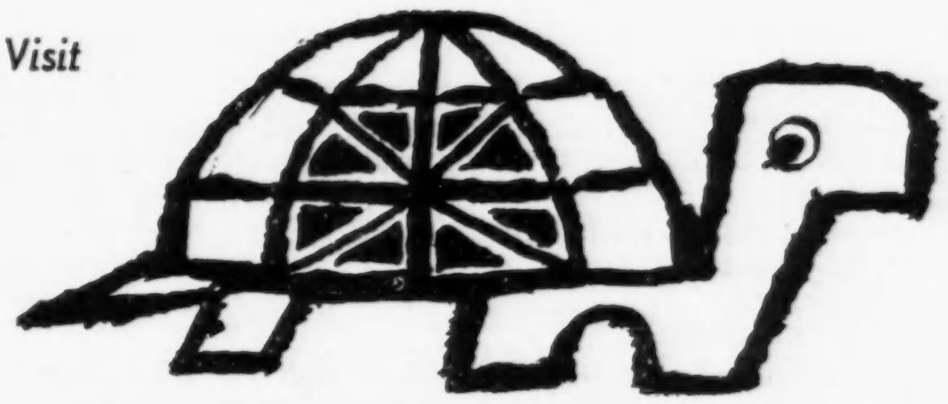
GOTHENBURG: INTERNATIONAL FISHERY TRADE FAIR – October 29-November 7, 1965.
† Apply. Finextra Ltd., 213/4 Piccadilly, London, W.1. (Tel. Regent 3944/5).

BRUSSELS: INTERNATIONAL FOOD AND HOME (ARTS MÉNAGERS) EXHIBITION – October 30-November 14, 1965.
Apply, S.I.M.R.A., 8-10 Place de Brouckere, Brussels.

NEW EXPORT FACILITIES

Interior of a new transit depot, claimed to be the most modern and best equipped of its kind operated by any British rail freight agent, recently opened by W. H. Martin (Continental) Ltd. at Bow Goods Depot, London, E.3. The terminal has daily direct rail connections with the main line to Harwich and the Continent, is complete with Export Customs Clearance facilities, Security lock-up, fully equipped workshop and offices. Designed primarily for rail-borne traffic, the terminal has full mechanical handling, including fork-lift and pallet trucks. Cranage facilities are available for heavy lifts. Groupage Services are operated to Holland, Germany, Belgium, Switzerland, Italy and Iran. In addition a large proportion of the freight handled is made up of complete wagon loads which can be despatched and received from any point in Europe.

Visit



The 6th International Building and Decorative Arts Exhibition

Centre Rogier, Brussels

30 Jan — 7 Feb, 1965

An official British stand with Board of Trade support is being organised for the third year running by

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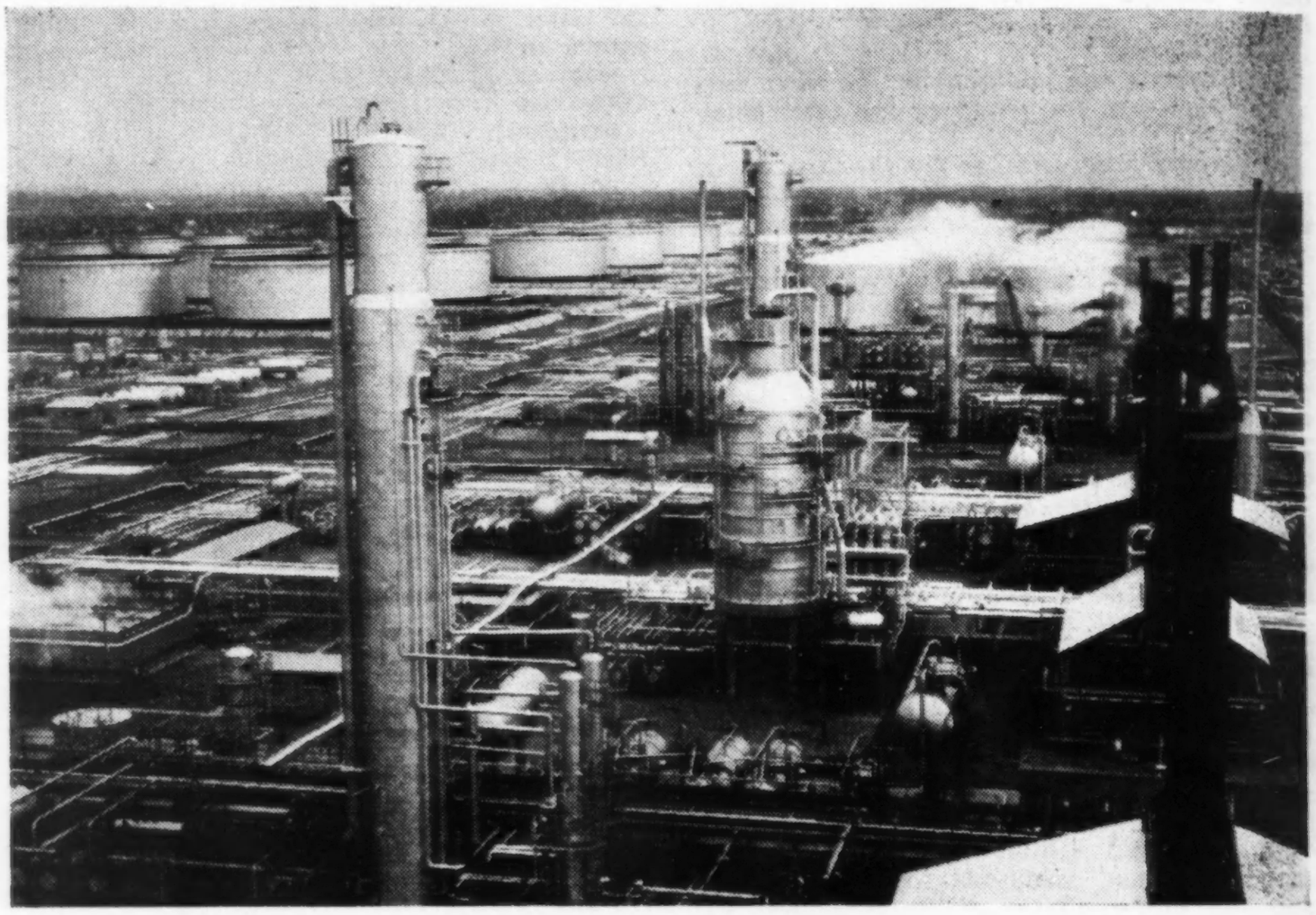
Overseas Trade and Exports

Mineral resources of Australia

A REPORT FROM THE BRITISH TRADE COMMISSIONER'S OFFICE, CANBERRA

The growth of manufacturing industry and the need to diversify exports have combined to bring about a new awareness of Australia's undeveloped mineral reserves.



The western section of the £40,000,000 British Petroleum refinery at Kwinana, on Cockburn Sound, Western Australia. In the left foreground is a catalytic reformer in which naphtha and straight-run gasoline are converted into high-grade motor spirit for blending. In the right foreground is a hydrofiner which desulphurizes kerosine-gas oil mixtures.

MOST OF THE recent mineral discoveries have taken place in comparatively remote areas of Northern and Western Australia. The problem in developing these natural resources depends largely upon producing a saleable product at an economic price and finding suitable export outlets.

In the following paragraphs some brief details are given of the current production and proposed development of some of the more important minerals.

Large deposits of bauxite exist at Weipa on the Cape York Peninsula in northern Queensland, from which the Commonwealth Aluminium Corporation (Comalco) is now making regular shipments. Construction of an alumina plant, with a capacity of 600,000 tons a year at Gladstone, Queensland, is in progress. Alcoa of Australia are mining bauxite in the Darling Range near Perth, Western Australia and railing it to their recently completed alumina refinery at Kwinana, 30 miles south of Perth, which has the capacity to produce 210,000 tons annually.

The Federal Government has reopened tenders for leases to develop the large bauxite deposits at Gove (Northern Territory) until March 15, 1965, following its rejection in June of previous applications which did not satisfy the laid down conditions. The Government's objectives in respect of the development of these deposits include a firm commitment for an alumina plant of at least 300,000 tons capacity and a willingness to establish an aluminium smelter when this could be done on an economic basis.

The principal deposits of black coal are in New South Wales where in 1963, 18.9 million tons (76 per cent) were mined out of a total of 24.9 million tons. The measured and indicated resources in New South Wales equal 3,000 million tons of recoverable coal. In 1963 some 18.5 million tons of brown coal (lignite) were mined in Victoria, the only producing State in Australia.

Coking coal, suitable for use in steel production, has been found fairly recently in Queensland on the Kianga-Moura field. Theiss-Peabody-Mitsui (Coal) Pty. Ltd. have been granted exclusive rights to prospect the 350 square mile Kianga-Moura field, which is estimated to contain 1,000 million tons of coal. Coal at the rate of about one million tons a year is now being mined by open-cast methods and exported to Japan through the port of Gladstone, and further expansion is planned. Both rail and port facilities are currently being improved and it has been announced that the Queensland Government will construct the first stage of a new 120 mile railway from the field to Gladstone. The first stage will handle up to three million tons of coal a year and with rolling stock will cost £A10.5 million.

In Western Australia iron ore reserves are estimated to be 15,000 million tons. Various companies have made arrangements with the State Government for the development and exploration of these deposits. Further development is dependent upon export markets being found, the most likely market being Japan. It is expected that expenditure on heavy capital equipment will be incurred when firm contracts for the export of the ore have been secured. In June a Japanese mission visited Australia to assess the country's overall potential to supply Japan. An agreement between the Western Australian Government and Basic Metals Pty. Ltd., who are a wholly owned subsidiary of Cleveland Cliffs Iron Company of the United States, has been ratified. This agreement involves a minimum investment of £A35 million and covers the mining of iron ore in the Robe River area near Onslow in Western Australia, provision for full scale processing plant producing initially one million tons of pellets a year and requiring power ranging from 75 to 225 million kW hours a year, township and port facilities etc. This development is conditional to sufficient contracts being obtained from the steel mills.

Broken Hill Co. Pty. Ltd. have plans for developing the Koolyanobbing iron ore field on the edge of the Kalgoorlie Goldfields to serve a £A40 million iron and steel industry which the company is to establish at Kwinana.

The decision to establish this iron and steel industry was de-

pendent on the building of a total of 500 miles of standard gauge railway which is scheduled for completion by 1968. By that time the first blast furnace at Kwinana will be able to take up to a million tons of ore a year. The Western Australian State Government has made an agreement giving Hamersley Iron Pty. Ltd. prospecting rights over the 2,700 square miles of the Hamersley range area with a right to take up a lease of a maximum 300 square miles. Under the agreement the company undertakes to spend a minimum of £A800,000 by the end of 1964 on market surveys and to plan for the extraction of iron ore. The agreement provides for the expenditure of £A30 million by the end of 1967 on the construction of facilities for the transport and shipping of the ore.

Western Mining Corporation, in association with the Hanna Mining Co. of Cleveland, Ohio, and the Homestake Mining Co. of San Francisco, have secured a contract for the export of ore from the Geraldton area of Western Australia. The contract has been negotiated with Japanese steel interests for the supply of 5.1 million tons of ore over an eight-year period to commence in April 1966.

The Mount Goldsworthy Mining Associates have announced that drilling operations in the Mount Goldsworthy area of Western Australia have so far indicated that iron ore reserves in that area may be as high as 300 million tons. Under the terms of an agreement with the State Government, the firm will invest £A12 million for the construction of a deep water iron ore port to take vessels of up to 40,000 tons, the construction of a 125-mile railway, an extraction plant and two towns.

Mount Newman Iron Ore Co. Ltd. – a subsidiary of American Metal Climax Inc. of New York – has been carrying out intensive proving tests on their deposit in the Pilbara area. Recently the Colonial Sugar Refining Co. Ltd. acquired a 45 per cent holding in the project. Negotiations are in progress for the sale of ore to Japanese steel interests. The company has completed a detailed survey for a railway from Mount Newman to Port Hedland and for the construction of a deep water pier for automatic loading.

In Tasmania in excess of 300 million tons of iron ore reserves are already proven. A port able to take 60,000-ton iron ore carriers would be required. As in Western Australia the aim is to cultivate the demands of the Japanese steel industry.

There are very extensive deposits of gypsum in Australia. Around 690,000 tons were produced in 1963. Only the easily worked deposits have as yet been exploited. The South Australia deposits are at present the most important, producing about 72 per cent of total Australian production in 1963. Estimated resources of rock gypsum in this area are in excess of 500 million tons.

Lead, silver and zinc concentrates are produced at Broken Hill, New South Wales, which accounts (in terms of the contents of all ores and concentrates produced) for more than 75 per cent of Australia's lead and zinc. Mount Isa in Queensland is the next highest producer. In 1956 Mount Isa Mines Ltd. embarked on an expansion programme which to date has involved an expenditure of more than £A43 million and is expected to reach £A50 million in 1965. The company is expected to be mining about five million tons of ore a year. The Commonwealth and Queensland State Governments are contributing to Mount Isa Mines' expansion with a £A27 million reconstruction project on the Mount Isa-Townsville railway line on which work is now well advanced.

Mine production of tin concentrates in 1963 was 4,000 tons (tin content 2,850 tons). Production of tin is expected to increase substantially in the near future. Because of the high price of tin Broken Hill Co. Pty. Ltd. are investigating certain areas in New South Wales, and it is reported that they intend to carry out exploratory work over a large area of Tasmania.

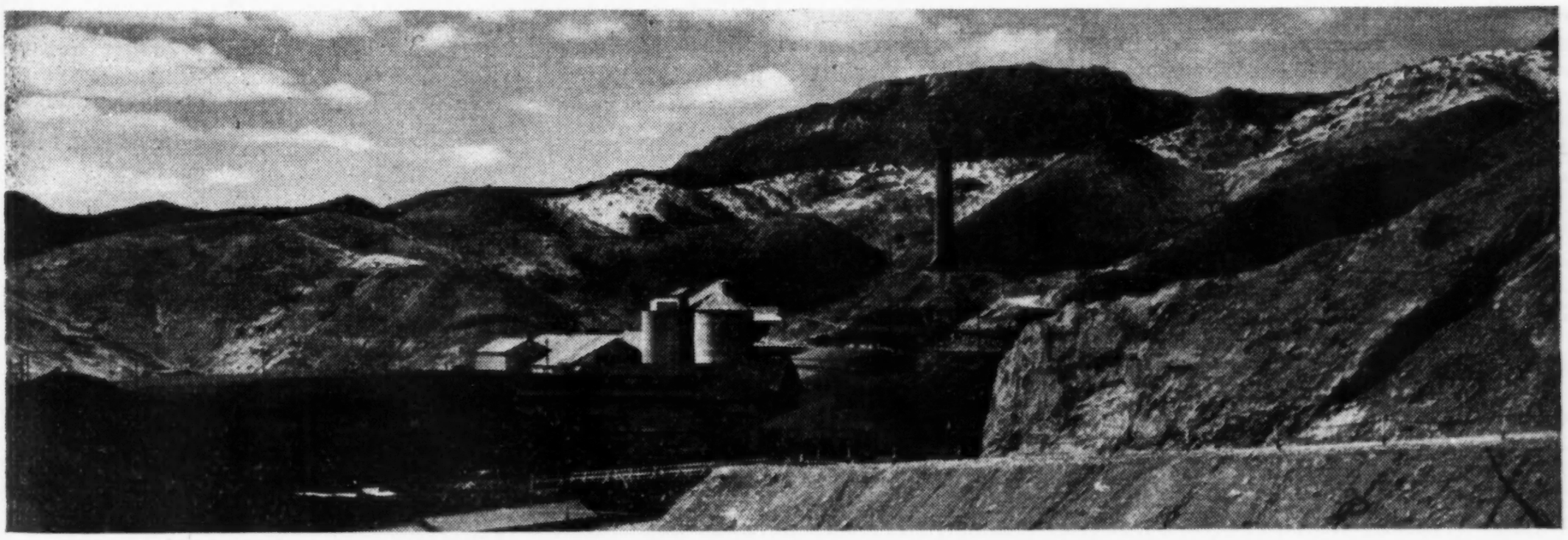
Increases in copper production are planned for Australia's largest copper-producing mines at Mount Isa in Queensland. Reserves of ore in this area are stated to be 29.5 million tons, and Mount Isa is expected to become one of the largest underground copper mines in the world. At Cobar, New South Wales, a new full-scale treatment plant is expected to be in service by June 1965, treating 30,000 tons of ore per month, increasing to 60,000 tons in 1966.

The outstanding deficiency of Australia's mineral economy is oil. The discovery of oil in commercial quantities has been the objective of oil exploration companies for many years. The Commonwealth Government has encouraged exploration by means of liberal tax provisions, and since 1957 by subsidizing approved types of oil exploration activities. A large number of local and overseas companies are engaged in oil exploration in Australia. In the Moonie oilfields in Queensland, where oil has been found in commercial quantities, reserves have been considered sufficient to justify the building (now completed) of the first oil pipe-line in Australia from Moonie to Brisbane. It is intended to extend this pipe-line to the Alton field 55 miles south-west of Moonie. Other significant discoveries have recently been made in Queensland and at Barrow Island, north-west of Exmouth Gulf and Yardarino in Western Australia. Also, there has been a number of natural gas discoveries in Queensland, Western Australia, South Australia and the Northern Territory. The significance of these oil and gas discoveries has yet to be assessed.

Whilst the present oil strikes can provide only a fraction of Australia's requirements, they have provided strong incentives for oil exploration throughout the continent and have dispelled the fear that Australia might be without oil.

Practically all the production of rutile and zircon comes from mineral sands deposits along the beaches on the East Coast. Present production of rutile and zircon concentrates is approximately 180,000 tons per annum of each. It is estimated that by 1970 production could be about 300,000 tons per annum of each. Ilmenite included in the beach sand minerals from the east coast has proved unsuitable for titanium oxide pigment manufacture up to now, but there will be a plant in the Gladstone area by 1966. However, ilmenite produced from mineral sands on the south-west corner of Western Australia is suitable for such manufacture. Some 203,000 tons of ilmenite concentrates were produced in 1963.

The future development of Australia's vast deposits of minerals should provide many opportunities for British exporters to sell all types of mining equipment, railway equipment for new and existing tracks, bulk handling equipment, port equipment and plant for mineral processing and refining.



The smelting works of the Mount Lyell copper mine, near Queenstown in Western Tasmania.

EMPHASIS ON EXPORT

Powering craft for the seven seas

BY A SPECIAL CORRESPONDENT

To VISIT the workaday industrial quarter of Gorton, Manchester, on a rainy morning is not at first sight an introduction to the romance of export. I don't know whether Mr. D. L. Maier, director and general manager of Newage (Manchester) Ltd., would regard his company's annual £250,000 worth of overseas orders for marine engines precisely in this way. I can only record that after rifling through some of the photographs and drawings in his office I fancied I could hear echoes of purposeful chugging from all of the seven seas.

Pirates? Sixteen of Newage/BMC Sealord engines were recently ordered to power the vessels of the North Borneo river police and are being used on expeditions against gangs which terrorise villages in the territory. Another kind of hunting trip is that a pair of Commodore marine diesel engines have been installed in a New Zealand craft designed to take parties on fishing and hunting safaris in the Marlborough Sounds.

Fishing naturally bulks largely in the activities for which Newage/BMC engines provide the motive power. At one end of the scale are the craft for catching the big fellows – the game-fishing vessels provided for sportsmen in the Southern Seas and fitted with all the modern gadgets of automatic pilot, echo-sounding device, ship-to-shore radio telephone and deep freeze. At the other is the increasing demand for the company's range of marine engines in the commercial fishing industry in many countries.

Here are a few examples of recent overseas orders – far-flung lines that link Gorton in the world-wide network of export achievement:

In Newfoundland 5·1 litre Sealord engines have been installed in boats built to specifications drawn up by the Provincial Department of Fisheries.

Following an order for two 1·5 litre Captain engines for fishing boats in Madeira, the local distributors reported that other owners were likely to follow suit in replacing their vessels with engines of similarly high capacity.

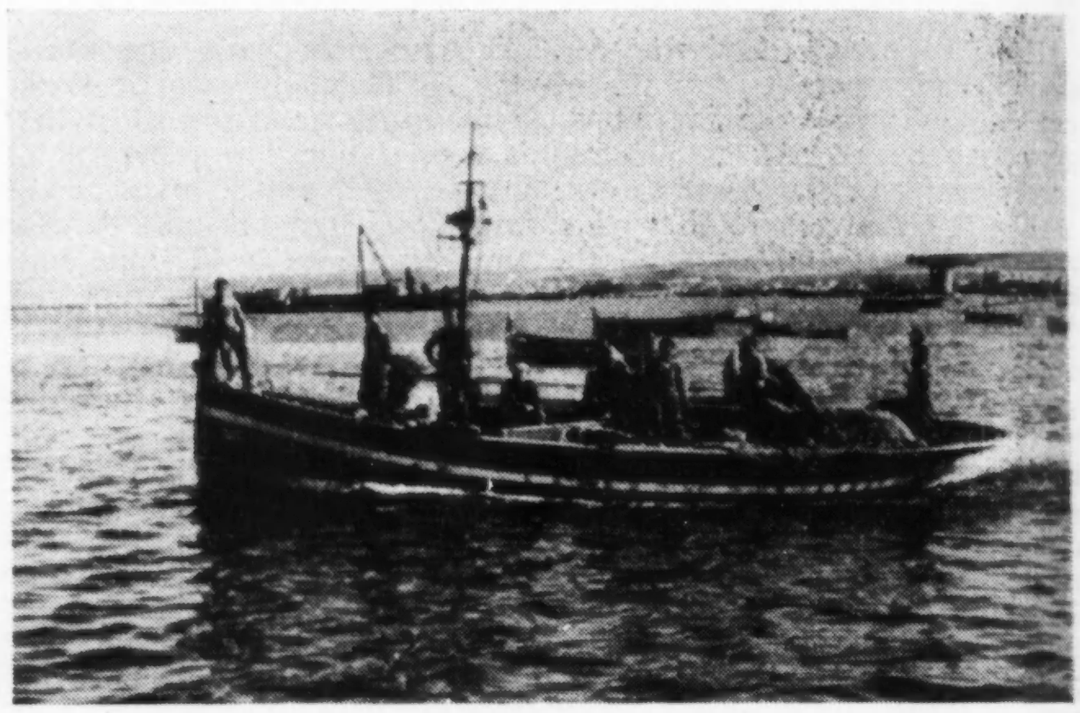
A multi-purpose yacht which can be used for line-fishing has been fitted with two 2·2 litre Commander engines at Guayaquil, Ecuador.

The owner of a fleet of rock lobster and line-fishing craft at Cape Town reported that he was delighted with the economy and reliability of his 3·4 litre Commodore and 5·1 litre Sealord power units.

Newage's export of 60 to 70 per cent of their total production of marine engines has been achieved within a few years. From war-time production of mobile alternator sets, compressors and the like, they acquired exclusive rights in Austin engines for industrial uses. With the formation of the British Motor Corporation they were able to develop this side and eventually in 1960/61 took over the marketing of all BMC industrial and marine engines. 'We regard BMC engines as our raw material,' Mr. Maier says.

Although Newage have been able to gear their business to an expanding world demand for high-performance marine engines for smaller vessels, there is plenty of competition and the executives are never able to rest on their oars – or, rather on their engines.

Part of their unobtrusive success is that they have been able to build up a world chain of distributors, the majority of whom are engineering firms who can discuss technical details of capability and requirements on the spot. Unlike an industrial engine installed behind the closed doors of a factory a marine engine has, so to speak, to perform in public – like a BMC car. While the product may thus be subjected to all kinds of unsuspected scrutinies, there can also be advantages in so open a 'shop-window.' Some of Newage's follow-up export orders have undoubtedly come from the successful introduction of one of their marine engines in a new area. 'A new customer can become our demonstrator', Mr. Maier says.



The 'Jose Maria', a Mediterranean fishing craft which has had a Newage/BMC Commodore engine with mechanical gearbox installed.

As well as maintaining an efficient chain of distribution, Newage believe in keeping in direct touch with markets. One of their executives has recently completed a world tour. Another visited France and Spain; Mr. Maier went to Italy and Greece.

The company also believe that participation in exhibitions and fairs is good for trade. Their representatives organized a special show for the British Columbia Exhibition at Vancouver and they were also on view at the World Fishing Exhibition. Demonstrations are also arranged by their representatives in countries overseas and on the Thames at home.

Prompt quotation is an important facet of exporting and Newage have taken considerable pains to speed up this part of their export department. I gather that while a quotation might formerly have taken several weeks to produce, it can now be got out in only two days, thanks largely to their standard ranges and price structure.

Newage also make good use of the Government's services for exporters. Their immediate contact is, of course, the Board of Trade regional office in Manchester, but they also call on trade commissioners and commercial officers when visiting overseas territories. Just before the World Fishing Exhibition was held they wrote to all likely official posts regarding the prospects for engines for fishing fleets and pleasure craft. The variety of information they received was of value in assessing export market priorities.

Mr. Maier modestly sums up the company's attitudes: 'We feel we must go out: be on the spot: know what's going on. We would like to do more. As regards foreign languages we use some, but not enough. Can anyone do enough? I think we have a fair idea of what needs to be done and we try to do what we can, but we know there are gaps'.

Newage are associated with Arthur Lyon & Co., Ltd. of Stamford, and H. E. Nunn & Co. Ltd., a motor organization in the Manchester area. Part of production is devoted to industrial engines and general engineering components. One of their special lines is the supply – to UNESCO among others – of engine test equipment for instructional purposes.

But it is to the marine engine side of the business that one returns. From the general manager's table one picks out random examples – an Antwerp pilot launch, a Hong Kong river-ferry, a Mediterranean sailing ketch – all with BMC engines motivated by Newage. A fine and literal example of the country's overseas trade.

TRADE AND FINANCIAL ARRANGEMENTS

Finland and Bulgaria

THE TRADE AGREEMENT of January 25, 1954, between the Republic of Finland and the Peoples Republic of Bulgaria was extended until December 31, 1967, under an agreement signed in Helsinki on October 21, 1964.

Under this agreement Bulgaria will export to Finland agricultural produce, wines and spirits, vegetable oils, tobacco, machinery equipment, tools and spare parts, transport elevating gears, battery trucks, etc., electrical equipment, chemical and pharmaceutical products and various textiles, linen and hemp wastes.

In return Finland will export to Bulgaria mechanical pulp, newsprint, paper and paperboard products, enamelled board, chemicals, machinery, equipment and spare parts, cables, cords and wires, sports equipment, staple fibre, milk powder and live animals.

Detailed information on the quotas is available.

All inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2304), quoting reference CRE 3616G.

China and Bulgaria

IT WAS RECENTLY REPORTED in the Chinese press that an Exchange and Payments Agreement between China and Bulgaria had been signed in Peking on December 12, 1964.

Under the terms of the Agreement China will supply Bulgaria with mineral ores, textiles, machinery, rubber tyres for motor vehicles and other goods. Bulgaria will supply China with non-ferrous metals, steamships, machine tools, machine spare parts and other goods.

All inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877. Ext. 2226) quoting reference CRE 12064G.

Czechoslovakia and Tunisia

THE BRITISH EMBASSY in Prague reports that a new trade and payments agreement between Czechoslovakia and Tunisia, valid for four years, was signed in Prague on December 4, 1964. The agreement provides for an exchange of goods to the value of eight million dollars in both directions.

Turkey and Iran

A TRADE AGREEMENT between Turkey and Iran signed in Ankara on September 22, 1964, has entered into force following its ratification by the Turkish and Iranian authorities and its publication in the Turkish *Official Gazette* of December 15, 1964. The agreement is valid for one year from the date of its signature, and is automatically renewable for further annual periods for a maximum period of five years, unless two months' notice of termination is given by either side, prior to expiry.

According to the agreement exchanges of goods between Turkey and Iran will be effected in accordance with the foreign trade regimes in force in each of the two countries, and payments will be made in free United States dollars, or in any other convertible currency acceptable to the contracting parties. The agreement abrogates the earlier trade agreement dated October 13, 1956, and the payment agreement dated December 25, 1949.

A translation into English of the agreement may be seen at Tariff Section, Export Services Branch, Board of Trade, Room E53, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460 and 462).

Spain and the Malagasy Republic

THE BANK OF BILBAO (Spain) have published details of a trade agreement between Spain and the Malagasy Republic signed in Madrid on November 7, 1964.

The agreement is valid for three years and provides for an annual exchange of trade to a value of about £500,000 in each direction.

The principal items on the Spanish export list are textiles, chemicals and machinery. By far the largest export from the Malagasy Republic to Spain will be coffee, but other exports will include hides and skins, sisal and raffia.

The Spanish text of the agreement may be seen at Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 479).

Italy and Morocco

THE TRADE AGREEMENT between Italy and Morocco signed in Rome on January 28, 1961 has been jointly renewed for a further year from January 1, 1965.

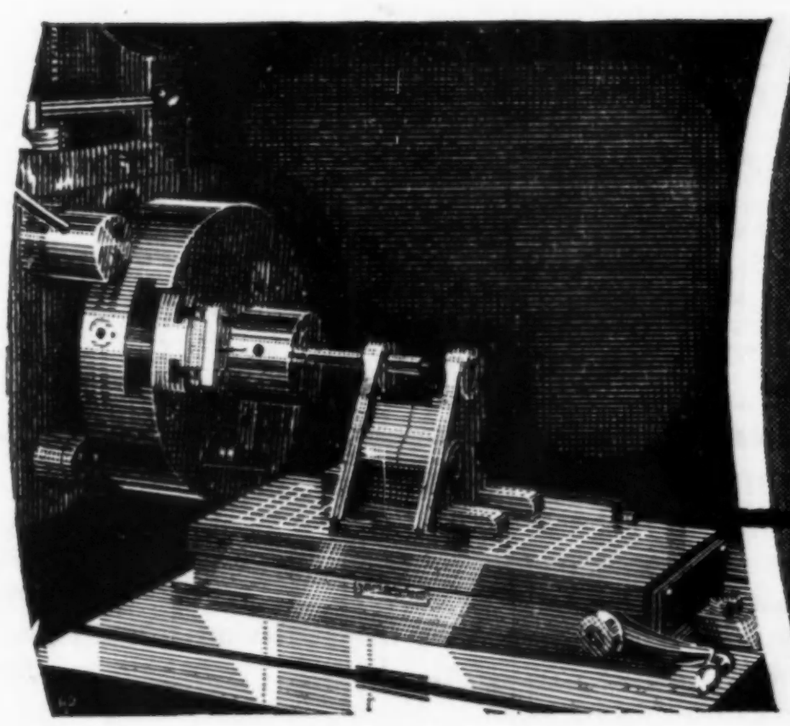
The list of goods to be exchanged between the two countries remain the same as in previous years.

A full copy of the quota lists can be seen at Export Services Branch (Tariff Section), Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 449, 450) quoting reference CRE 3941G.

Change of Address

The Commercial Department of the British Embassy, Rabat, Morocco, moved to new premises at: Avenue Allal ben Abdullah, corner of Rue Tirard, Rabat, on January 11.

The Post Office box number (B.P. 45, Rabat), the telephone number (20905/6), and the Telex number (017894 a/b Prodrome) remain unchanged.



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Reports on overseas markets in the Export Service Bulletin

IN THE *Board of Trade Journal* of October 16, 1964, a list was published of the Market Reports contained in the *Export Service Bulletin* during the preceding three months. Exporters have found this useful, and it will be brought up to date at quarterly intervals; the list below covers the period September-December 1964 inclusive.

These Market Reports are prepared by HM Commercial Officers in overseas countries, and each describes the prospects in a particular territory for the export of certain goods. In many cases, they show that openings exist which are at present not being exploited to the full by British exporters. They are written as a result of special inquiries undertaken and of the continuous flow of information arising from daily contacts with British exporters, local consumers, distributors and producers. Information is cross-checked before acceptance.

They thus contain reliable and up-to-date information, collected at first hand on behalf of British industry. While they are not, and do not purport to be, a substitute for market research into openings for the products of individual firms, they do give a general picture of market prospects, the type of competition to be met, the tariff and import licensing positions, which no firm in the industry covered by the report can afford to miss if it is currently exporting, or is prepared to consider exporting to the country concerned.

A subscription to the *Bulletin* (which contains much useful information in addition to Market Reports) costs 10 guineas per annum and single copies may be purchased for 2s.; both are obtainable on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 433). Information for United Kingdom Exporters will be found on page 124.

MARKET REPORTS (BY COUNTRY)

Country	Commodity	Supplement No.
Austria	Chocolate and other food preparations containing cocoa	219/64
,,	Plastics raw materials and plastics goods	246/64
,,	Soups and broths in liquid, solid or powder form	247/64
Belgium	Pleasure boats	239/64
Canada	Antibiotics	193/64
Denmark	Hospital furniture, surgical hosiery, obstetric tables and hospital oxygen equipment	250/64
Hong Kong	Air-conditioning equipment	257/64
Netherlands	Motor-propelled pleasure craft	213/64
Spain	Machinery – agricultural	209/64
,,	Tractors	209/64
Sweden	Domestic electrical appliances	231/64
Switzerland	Advertising: with particular reference to advertising on commercial television	245/64
,,	Machinery – packaging	195/64
United States of America	Boilers and pressure vessels	196/64
,, ,,	Sports goods	236/64

MARKET REPORTS (BY COMMODITY)

Commodity	Country	Bulletin No.
Aircraft and watercraft:		
Motor-propelled pleasure craft	Netherlands	213/64
Pleasure boats	Belgium	239/64
Domestic appliances, domestic heating and cooking apparatus:		
Domestic electrical appliances	Sweden	231/64
Drugs and pharmaceutical preparations:		
Antibiotics	Canada	193/64
Foodstuffs, beverages, produce and tobacco:		
Chocolate and other food preparations containing cocoa	Austria	219/64
Soups and broths in liquid, solid or powder form	Austria	247/64
Machinery and plant:		
Air-conditioning equipment	Hong Kong	257/64
Boilers and pressure vessels	United States of America	196/64
Machinery – agricultural	Spain	209/64
Machinery – packaging	Switzerland	195/64
Medical and surgical instruments and appliances		
Hospital furniture, surgical hosiery, obstetric tables and hospital oxygen equipment	Denmark	250/64
Miscellaneous:		
Advertising: with particular reference to advertising on commercial television	Switzerland	245/64
Plastics materials:		
Plastics raw materials and plastics goods	Austria	246/64
Sports goods:		
Sports goods	United States of America	236/64
Vehicles and parts:		
Tractors	Spain	209/64

Export Service Bulletin

During the quarter ended December 31, 1964, the *Export Service Bulletin* published information about export opportunities open to British firms. Many of these were specific inquiries for goods of British origin, while others were international calls for tender invited by overseas government purchasing bodies.

An abridged classified analysis of these inquiries is given below. Reports covering important economic developments and general economic conditions in most overseas countries have also been published during the quarter. Particulars can be obtained from Export Services Branch, Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 433).

Commodity Heading	No. of Inquiries
Aircraft and watercraft	105
Boots, shoes and slippers	23
Brushes and brooms	16
Building supplies	125
Ceramic products	38
Chemicals, oils, fats, greases and paints	244
Clothing	93
Contracts	270
Domestic Appliances	101
Druggists' sundries	38
Drugs, pharmaceutical preparations	149
Electrical machinery and apparatus	823
Fancy goods	49
Foodstuffs, beverages, produce and tobacco	111
Furniture and floor coverings	57
Glass and glassware	39
Iron and steel	511
Jewellery and cutlery	20
Leather and imitation leather and leather goods	22
Machinery and plant (including machine tools)	1,190
Medical and surgical appliances and equipment	122
Mineral products	53
Non-ferrous metals	167
Office machinery and equipment	62
Paper, printed matter and stationery	143
Photographic and cinematographic apparatus and requisites	43
Plastics materials	34
Radio apparatus (including television receivers, record players and tape recorders)	107
Railway and tramway rolling stock	128
Rubber manufactures	56
Scientific and optical instruments	243
Sports goods	21
Textiles	224
Timber and wood manufactures	28
Tools, hand and engineers' small (including portable power tools)	72
Toys, games and model engineering	26
Vehicles and parts	227

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A regular monthly printed commercial bulletin is now being produced under the joint auspices of H.M. Embassy and the Peruvian British Trade Centre. The bulletin is distributed free. Firms in Britain who may have interests in the Peruvian market are invited to advertise in this bulletin. Details, Embajada Britanica, Casilla BLC, *Lima.*

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Information for exporters

Brief details are given below of overseas inquiries for British products, contracts open for tender, reports on commercial conditions abroad, export trade openings, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the 'Export Service Bulletin'.

The Bulletin, published daily, is available to manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room H35, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 433) (Telex 25977). Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

Calls for tender

Inquiries connected with the calls for tender mentioned below should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 404 and 406). Please quote reference numbers in all inquiries. The date given is the closing date, and refers to the current year unless otherwise indicated.

*Tender documents are available on loan in those cases marked with an asterisk.**

AUSTRALIA

Generating Plant for Hydro-Electric Commission. April 27. E.S.B. 589/65.*

Steel Pipes for Townsville City Council. February 8. E.S.B. 38197/64

Transformers for Mackay Regional Electricity Board. (Further Information.) Closing date postponed to January 27. E.S.B. 38321/64.

Valves for Metropolitan Water, Sewerage and Drainage Board. February 9. E.S.B. 540/65.

Postmaster-General's Department:

Laboratory Equipment. (Further Information.) Tender documents now available. E.S.B. 35934/64.*

Tools. February 25. E.S.B. 38323/64.*

Harbours and Marine Department:

Dredging Works. February 3. E.S.B. 38199/64.

Dredging Works. February 3. E.S.B. 38200/64.

BELGIUM

Aluminium Frames for Ministry of National Education. February 9. E.S.B. 38309/64.*

BURMA

Explosives for Ministry of Defence. Closing date not known. E.S.B. 386/65.*

Rope and Caulking for Ministry of Supply and Co-operative Corporation. January 29. E.S.B. 767/65.*

Electrical Stores Corporation:

Tape Recorders. February 3. E.S.B. 38558/64.*

Batteries. February 2. E.S.B. 38557/64.*

Burma Railways Board:

Locomotive Parts. February 7. E.S.B. 38559/64.*

Locomotive Parts and Fittings. February 15. E.S.B. 765/65.*

Socialist Economy Construction Committee:

Road Rollers. February 8. E.S.B. 389/65.*

Tyres and Tubes. February 8. E.S.B. 388/65.*

Tyres and Tubes. February 1. E.S.B. 38556/64.*

People's Stores Corporation:

Alcoholic Liquors. (Further Information.) Tender documents now available. E.S.B. 37995/64.*

Vehicle Spares. February 15. E.S.B. 38554/64.*

Vehicle Spares. February 15. E.S.B. 38555/64.

Jeep Type Spares. February 15. E.S.B. 385/65.*

Paper. February 28. E.S.B. 391/65.*

Naphthalene Balls. January 31. E.S.B. 768/65.*

Truck Spares. February 15. E.S.B. 38553/64.*

Vehicle Spares. February 15. E.S.B. 38195/64.*

CEYLON

Jars and Bottles for National Small Industries Corporation. (Further Information.) Tender documents and drawings now available. E.S.B. 37644/64.

Motor Graders for Ministry of Public Works. March 17. E.S.B. 727/65.*

Ministry of Health:

Pharmaceuticals. (Further Information.) Tender documents now available. E.S.B. 36931/64.*

Pharmaceuticals. (Further Information.) Tender documents now available. E.S.B. 36932/64.*

Polio Vaccine. Tender documents now available. E.S.B. 36930/64.*

COLOMBIA

Electric Installation for Planta Colombiana de Soda. February 18. E.S.B. 38310/64.

Ferrocarriles Nacionales de Colombia:

Hydraulic Jacks. February 26. E.S.B. 537/65.

Lathes. February 26. E.S.B. 538/65.

Cranes. February 26. E.S.B. 539/65.

COSTA RICA

El Instituto Costarricense de Electricidad:

Generators. (Further Information.) Closing date postponed to February 4. E.S.B. 35917/64.

Testing Instruments. January 28. Tender documents (in Spanish) available. E.S.B. 535/65.*

EGYPT

Mechanization Project for Postal Organization. (Further Information.) Closing date postponed to May 22. E.S.B. 26324/64.

Processing and Canning Plants for General Organization for Industrialization. (Further Information.) Closing date postponed to May 20. E.S.B. 18338/64.*

Egyptian Railways:

Insulating Materials. February 2. E.S.B. 38581/64.

Wooden Sleepers. March 20. E.S.B. 38582/64.

ETHIOPIA

Plastics Working Machinery for Ethiopian Thermoplastic Industry. Closing date not known. E.S.B. 575/65/DLF.

FORMOSA

Central Trust of China:

Circuit Breakers. January 28. E.S.B. 744/65.*

Steel Pipe. January 29. E.S.B. 745/65.*

Steel. February 10. E.S.B. 746/65.*

Tyres and Tubes. January 27. E.S.B. 748/65.*

Testing Equipment. February 8. E.S.B. 749/65.*

Pipe Washing Equipment. February 10. E.S.B. 597/65.*

Cork Stamping Press. (Further Information.) Closing date postponed to January 30. E.S.B. 26322/64.*

Valve. January 27. E.S.B. 38348/64.*

Pipe Bending Machine. January 29. E.S.B. 750/65.*

Air Compressors. January 27. E.S.B. 754/65.*

Paint Spraying Equipment. February 9. E.S.B. 596/65.*

Sand Slinger. February 17. E.S.B. 598/65.*

Ball Bearings. February 8. E.S.B. 599/65.*

Tractor. January 29. E.S.B. 753/65.*

Pipe Line Coating Kettle. January 27. E.S.B. 38355/64.

Steel Roll Shaft. (Tender now Re-issued.) Closing date now February 10. E.S.B. 29845/64.*

Turbo Blower. February 9. E.S.B. 38350/64.*

FRANCE

European Space Research Organization:

Construction of Telemetry and Tracking Station. (Pre-qualification Information.) February 1. E.S.B. 579/65.

Constructional Project. (Pre-qualification Information.) February 1. E.S.B. 576/65.

GREECE

NATO Infrastructure Contract: Construction of Works at an Airfield for the Greek Authorities. Apply by February 1. G.D. 94/62/68.

Drilling Equipment for Ministry of Trade. (Further Information.) Closing date (on re-issue) February 5. E.S.B. 21984/64.*

HONG KONG

Stores Department:

Brake Fluid. January 29. E.S.B. 714/65.*

Soap. January 29. E.S.B. 713/65.*

INDIA

Bandsaw Blades for Hindustan Aeronautics Ltd. February 5. E.S.B. 706/65.

Contractor's Plant and Equipment for Mechanical Circle, Srisailam Project. Closing date postponed to February 22. E.S.B. 26618/64.*

Communications Equipment for Bihar Estate Electricity Board, Patna. February 22. E.S.B. 734/65.*

Distillation Plant for Board of Revenue (Excise and Prohibition), Hyderabad. March 20. E.S.B. 707/65.

Hydraulic Presses for Chittaranjan Locomotive Works. February 8. E.S.B. 760/65.*

Lathes for Hindustan Shipyard Ltd. (Further Information.) Tender documents now available. E.S.B. 37103/64.*

Machine Tools; Testing Equipment for Director of Industries and Central Purchasing Officer. January 27. E.S.B. 38540/64.

Navigational Aids for Paradeep Port Project, Bhubaneswar. February 15. E.S.B. 525/65.

Power Station Equipment for Madras State Electricity Board. (Further Information.) Closing date postponed to February 6. E.S.B. 34052/64.*

Shovels (Electric) for Beas Purchase Organization. (Corrigendum.) Closing date extended to February 18. E.S.B. 37630/64.

Silicon Iron for Indian Telephone Industries Ltd. February 5. E.S.B. 38190/64.

Wagon Drill for Kerala State Electricity Board. February 10. E.S.B. 762/65.

Director-General of Supplies and Disposals:

Cable. January 31. E.S.B. 38589/64.*

Ebonite Sheets. (Further Information.) Closing date postponed to February 3. E.S.B. 35953/64.

Grinding Machine. (Further Information.) Closing date postponed to February 16. E.S.B. 37194/64.*

Paper Working Machinery. February 28. E.S.B. 38585/64.*

Spectrograph. February 26. E.S.B. 38598/64.*

Testing Machine. February 6. E.S.B. 38528/64.

Zinc Ingots. February 23. E.S.B. 763/65.*

IRAN

Cranes; Trailers for Tehran Electricity Authority. Closing date postponed to February 17. E.S.B. 31772/64.*

Iranian State Railways:

Pentachlorophenol. April 10. E.S.B. 572/65.*

Surveying Instruments. April 5. Tender notice available. E.S.B. 574/65.*

Vehicles. April 5. E.S.B. 573/65.*

Continued on page 127

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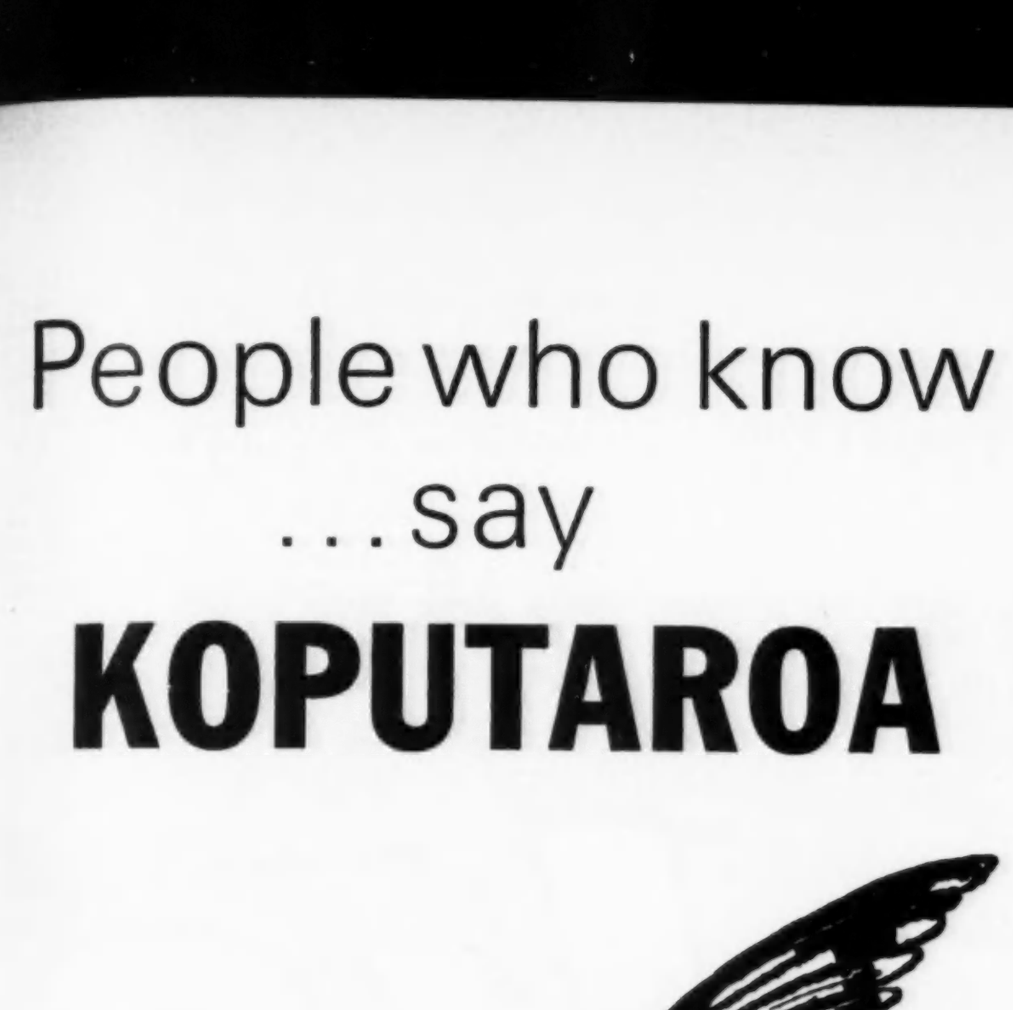

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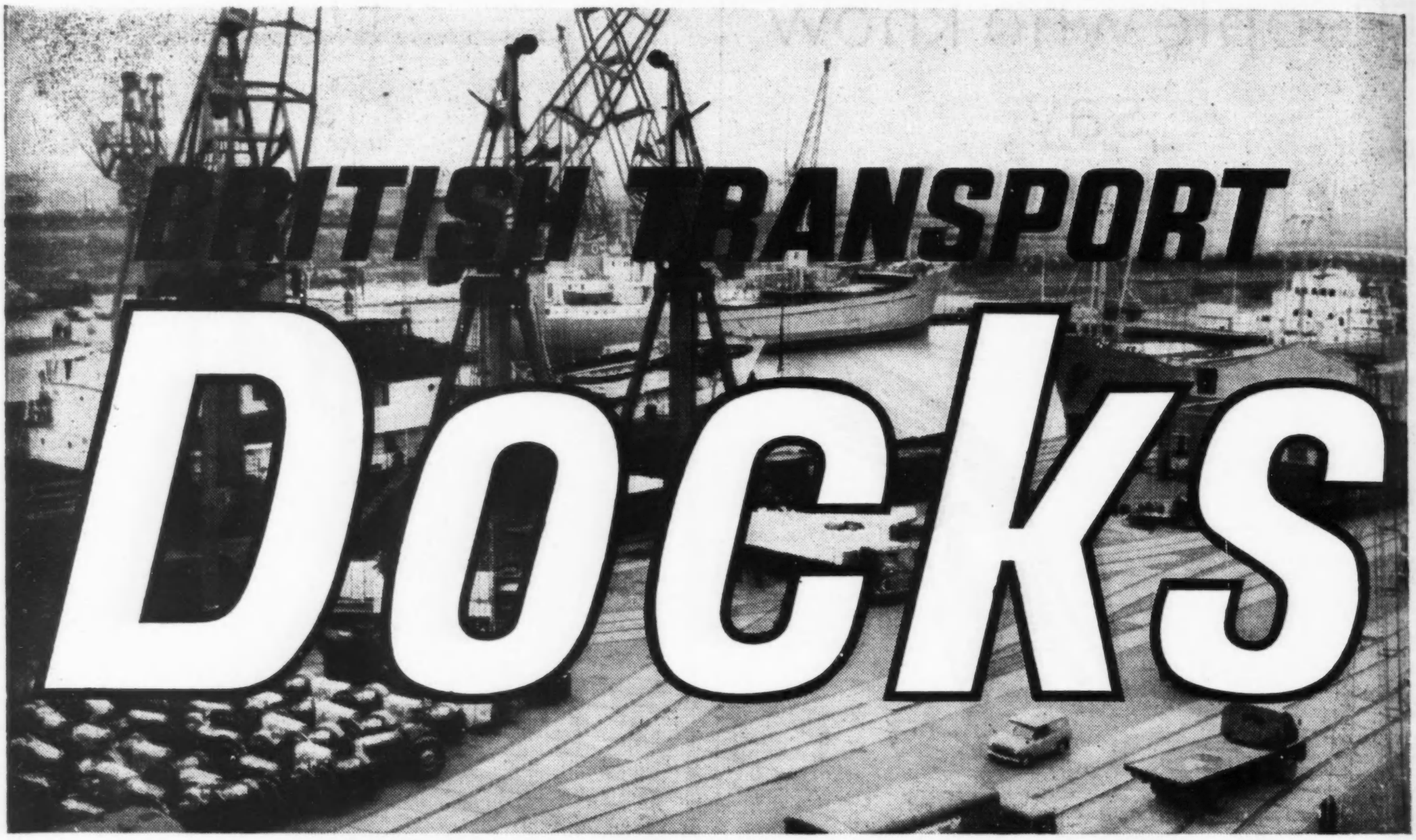

BRITISH TRANSPORT DOCKS

PROGRESS

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SOUTH WALES
CARDIFF
SWANSEA
NEWPORT
BARRY
PORT TALBOT

N.W. COAST
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FLEETWOOD
BARROW
SILLOTH

To keep pace with expanding trade, British Transport Docks are carrying out many modernisation and development schemes. In 1964 an expenditure of £10 million was authorised for such work, including the provision of new berths and transit sheds suitable for up-to-date cargo handling techniques; cranes and other mechanical appliances; and improved facilities for road transport. Some of the schemes are for specialised berths, including container and roll on/roll off operations. Technical and operational research is also being stepped up as is education and training for members of the Board's staff.

Information from
Docks Managers, or from
BRITISH TRANSPORT DOCKS
Melbury House, London, N.W.1.

BRITISH TRANSPORT Docks

A NATIONWIDE PORTS SERVICE

9089

IRAQ
Boiler for Government Oil Refineries Administration. February 6. E.S.B. 38330/64.*
Civil Engineering Works for Ministry of Industry. February 15. E.S.B. 733/65.
Packing Materials and Chemicals for Iraq Date Trading Co. February 15. E.S.B. 38170/64.*
VHF AM Fixed Station for Ministry of Communications. February 22. E.S.B. 761/65.
Iraqi Ports Administration:
Joists. January 28. E.S.B. 38333/64.
Construction of Wharves. March 25. E.S.B. 38326/64.
Ministry of Municipal and Rural Affairs:
Electrical Equipment. March 16. E.S.B. 729/65.
Water Supply Scheme. March 30. E.S.B. 732/65.
Water Supply. March 2. E.S.B. 38334/64.
Service Tanks. February 9. E.S.B. 38332/64.

IRISH REPUBLIC
Pumping Plant for Sligo County Council. January 29. E.S.B. 716/65.

KUWAIT
Ministry of Electricity and Water:
Chemicals. January 31. E.S.B. 513/65.*
Switches. February 7. E.S.B. 512/65.*

LIBYA
Power Station: Transmitter for Central Tenders Board. March 22. E.S.B. 577/65.
Switchgear for Electricity Corporation of Tripolitania. January 30. E.S.B. 582/65.

MALAWI
Roofing Materials for Central Tender Board. February 5. E.S.B. 570/65.

MALAYSIA
Generators for State Tender Board. February 20. E.S.B. 38185/64.
Telecommunication Equipment for Telecommunication Department. (Further Information.) Closing date postponed to January 29. E.S.B. 33028/64.*

MOROCCO
Medical Equipment for Pharmacie Centrale du Ministere de la Santé. February 22. E.S.B. 38384/64.*

MOZAMBIQUE
Construction of a Hangar; Domestic Articles for Lourenco Marques Municipality. January 29. E.S.B. 796/65.

NEW ZEALAND
Ministry of Works:
Shirting. February 10. E.S.B. 708/65.*
Textiles. February 8. E.S.B. 600/65.*
Suitings. February 1. E.S.B. 516/65.*
General Post Office:
Detecting/Recording Instrument. February 9. E.S.B. 517/65.*
Radio Equipment. February 12. E.S.B. 38345/64.*
Receivers. February 10. E.S.B. 518/65.*

PAKISTAN
Laboratory Equipment for Pakistan Atomic Energy Commission. January 30. E.S.B. 593/65.
East Pakistan Industrial Development Corporation:
Cane Sugar Mill. February 11. E.S.B. 38140/64.*
Cement Plant Extension. February 28. E.S.B. 592/65.*
East Pakistan Railway Board:
Railway Carriages. April 12. E.S.B. 723/65.
Railway Signalling Equipment. February 27. E.S.B. 709/65.*
Railway Sleepers. March 15. E.S.B. 532/65.*
Telegraph and Telephone Department:
Photographic Equipment. December 22. E.S.B. 515/65.
Wire and Accessories. February 15. E.S.B. 595/65.
Radio Equipment. February 15. E.S.B. 594/65.
Director of Supply:
Clay Washing Plant. February 8. E.S.B. 529/65.*
Forklift Trucks. February 11. E.S.B. 528/65.*
Rolled Steel Joints. February 9. E.S.B. 381/65.*
Microbus. February 10. E.S.B. 383/65.*
Road Roller. February 8. E.S.B. 507/65.*
Herbicide; Sprayers. January 22. E.S.B. 506/65.*
Motor Cars. February 9. E.S.B. 382/65.*
Laboratory Equipment. January 30. E.S.B. 509/65.*
Vehicle. February 10. E.S.B. 530/65.*
Process Engraving Equipment. January 28. E.S.B. 526/65.*
Stereotyping Machinery and Equipment. January 27. E.S.B. 38367/64.
Television Equipment. February 1. E.S.B. 38586/64.*
Vehicle. February 8. E.S.B. 38588/64.*

PARAGUAY
Chemicals for Asuncion Water Supply Corporation. March 15. Tender documents (in Spanish) available. E.S.B. 38337/64.*
Meters for Corposana. March 15. Tender documents (in Spanish) available. E.S.B. 756/65.*

PHILIPPINES
Cables and Wires for National Power Corporation. January 29. E.S.B. 38689/64.*
Operation of Surigao Mineral Reservation for National Economic Council. May 12. E.S.B. 38385/64.*

PORTUGAL
Power Staton Equipment for Empresa Termoelectrica Portuguesa SARL. March 1. E.S.B. 38174/64.

SOUTH AFRICA
Power Station Plant for City of Cape Town. (Further Information.) E.S.B. 10079/63.*
Vehicles for City Council of Pretoria. (Further Information.) (Additional item.) E.S.B. 32861/64.
South African Iron and Steel Industrial Corporation:
Locomotives. Closing date postponed to January 29. E.S.B. 30559/64.*
Shearing Line. March 24. E.S.B. 38546/64.*
Cape Provincial Tender Board:
Book Ends. January 29. E.S.B. 721/65.*
Science Apparatus. February 2. E.S.B. 720/65.*
Glass Cloths. January 29. E.S.B. 38316/64.*
Photogrammetric Equipment. (Further Information.) Closing date postponed to January 29. E.S.B. 36313/64.*
South African Railways:
Aerial Platform. January 29. E.S.B. 38550/64.*
Communication Equipment Fittings. January 29. E.S.B. 38549/64.*
Forging Hammer. February 5. E.S.B. 38577/64.*
Tinning and Galvanizing Plant. January 29. E.S.B. 38320/64.*
State Tender Board:
Laboratory Apparatus. January 29. E.S.B. 739/65.*
Foodstuffs; Kitchenware. January 28. E.S.B. 735/65.*
Laboratory Equipment. January 28. E.S.B. 738/65.*
Printing Machinery. January 29. E.S.B. 38399/64.*
Freeze Drying Apparatus. January 28. E.S.B. 38542/64.*
Rotator. January 28. E.S.B. 742/65.*
Sterilizers. February 1. E.S.B. 737/65.*
Caravans. January 27. E.S.B. 736/65.*
Veterinary Equipment. January 29. E.S.B. 740/65.*
X-Ray Equipment. January 28. E.S.B. 38541/64.*

SOUTHERN RHODESIA
Hospital Equipment for Medical Stores, Salisbury. January 28. E.S.B. 531/65.*
Load Monitoring Equipment for City of Salisbury. February 2. E.S.B. 38358/64.*
Sawing Machine for Rhodesia Railways. January 27. E.S.B. 38532/64.*

SPAIN
Cement Mill for Ministry of Industry. Closing date not known. E.S.B. 38327/64.
Generating Sets for Ministerio del Aire. (Advance Information.) Closing date not known. E.S.B. 590/65.

SUDAN
Central Electricity and Water Administration:
Aluminium Conductor. January 28. E.S.B. 724/65.*
Cable Boxes. January 30. E.S.B. 725/65.*
Fire Fighting Pump for Sudan Gezira Board. February 15. E.S.B. 522/65.*
Department of Posts and Telegraphs:
Cable. February 20. E.S.B. 38364/64.*
Inert Cells. February 18. E.S.B. 38363/64.
Sudan Railways:
Cranes. February 11. E.S.B. 726/65.*
Lathe. February 16. E.S.B. 38365/64.*
Fluorescent Fittings. February 10. E.S.B. 38376/64.*
Vacuum Exhausters. February 11. E.S.B. 38378/64.*
Coil Springs. February 16. E.S.B. 38380/64.*
Timber. February 11. E.S.B. 38379/64.*
Wool Waste. February 10. E.S.B. 38377/64.*
Lathe. February 17. E.S.B. 38366/64.*

THAILAND
Aluminium Foil for Thailand Tobacco Monopoly. January 27. E.S.B. 559/65.
Meters; Transformers for Provincial Electricity Authority. January 28. E.S.B. 719/65.*
Department of Transport:
Measuring Machine. February 18. E.S.B. 566/65.
Vehicle Weighing Machines. February 22. E.S.B. 558/65.
Head Lamp Tester. February 13. E.S.B. 564/65.
Vehicle Speedometer Tester. February 19. E.S.B. 567/65.
Brake Testing Machines. February 23. E.S.B. 569/65.
Compressors. February 17. E.S.B. 565/65.

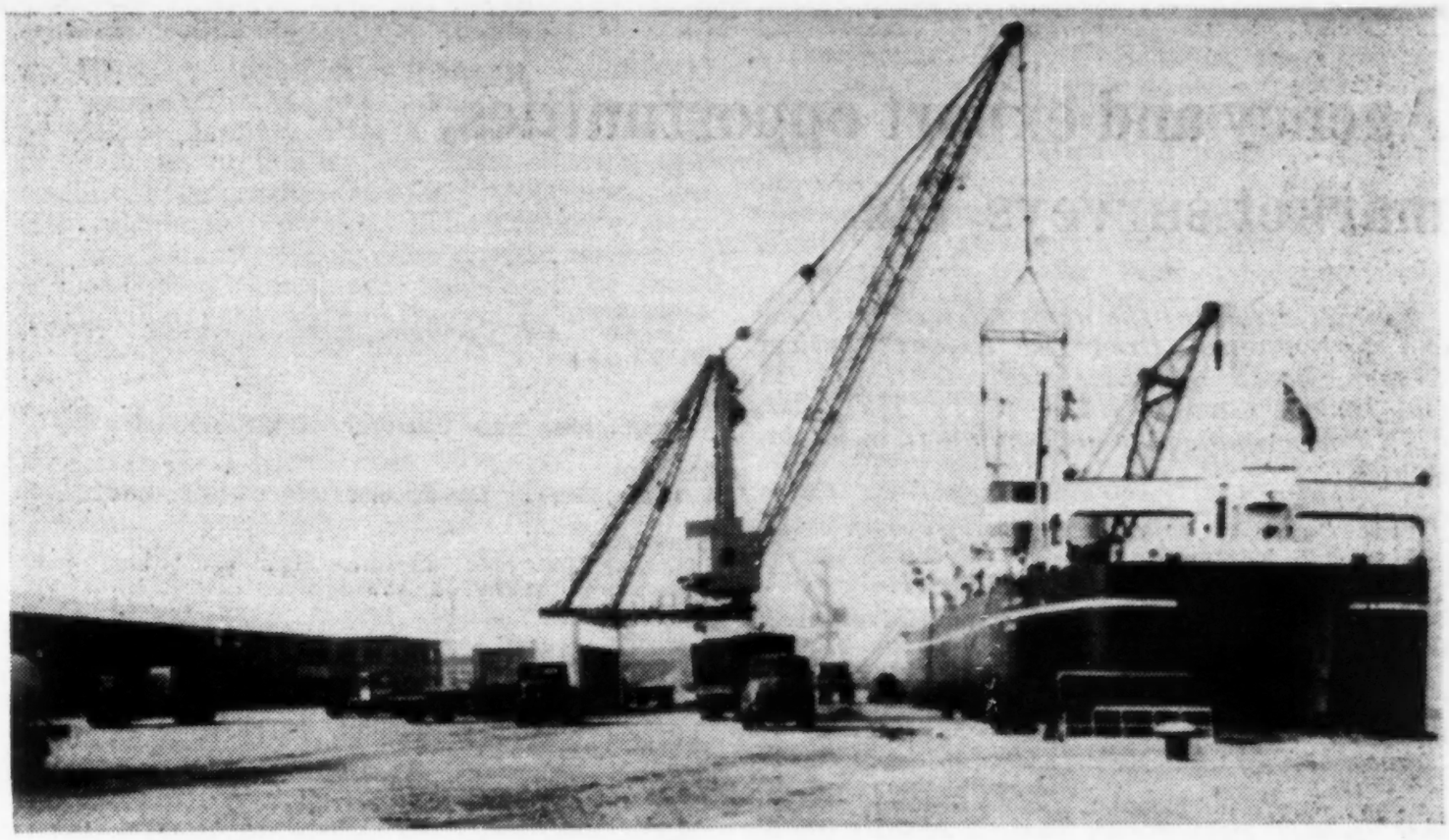
TURKEY
Allied Land Forces South Eastern Europe:
Safe. January 27. E.S.B. 38318/64.*
Kitchen Utensils. February 19. E.S.B. 38317/64.*

UNITED STATES OF AMERICA
Electrical Equipment for United States Army Corps of Engineers. February 2. E.S.B. 591/65.*

URUGUAY
Highways Improvement for Uruguayan Ministry of Public Works. (Further Information.) E.S.B. 11157/64.*

VIETNAM
Motor Spares for Central Purchasing Authority. January 27. E.S.B. 548/65.*

ZAMBIA
Central Supply and Tender Board:
Borehole Casing. January 29. E.S.B. 555/65.*
Police Caps. February 5. E.S.B. 552/65.*
Lathe. January 29. E.S.B. 556/65.*
Stationery. January 29. E.S.B. 554/65.*
Dental Equipment. January 29. E.S.B. 550/65.*
Vaccine. February 5. E.S.B. 551/65.*
Blankets. February 5. E.S.B. 549/65.*
Socks. February 5. E.S.B. 547/65.*



A new terminal for use by roll-on/roll-off ferries carrying freight vehicles, containers and flats has been built for the Transport Ferry Service at Antwerp, and was opened in December. It is at No. 6 Havendock which has recently been reclaimed from the sea under a large development scheme by the Antwerp Dock authorities.

PUBLICITY OVERSEAS FOR UK TRADE FAIRS

Organizers of Trade Fairs and Exhibitions in the United Kingdom are reminded that they are welcome to send posters and brochures about their Trade Fairs to Official British Commercial Representatives Overseas, who are always anxious to publicize such events.

But Commercial Representatives must receive material on events **well in advance**—*two clear months is a minimum notice—and they should be sent a reasonable number of brochures and posters for distribution. Two or three dozen copies for the Commercial Representatives in each area it is desired to cover should be considered an absolute minimum. A full list of British Commercial Representatives Overseas, together with their addresses, is published every three months in the* Board of Trade Journal.

Publicity material for Commercial Representatives in more distant countries should be despatched **by air-mail**, *since delivery to some countries by surface mail can take up to two months.*

The Commercial Representatives should be told whether the publicity material sent to them is receiving any separate distribution in the country concerned.

Agency and export opportunities, market surveys, etc.

Further details of the items referred to below can be obtained from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, (CITy 5757, Ext. 427). Please quote reference numbers in all inquiries.

Andorra
Agency inquiry for consumer goods; construction equipment. (E.S.B. 36937/64.)

Austra'ia
Agency inquiry for backstand idlers; linishing machines. (E.S.B. 38008/64.)
Manufacture under licence – commercial vehicle bodies and accessories. (E.S.B. 38561/64.)

Bahamas
Agency inquiry for electric lamp fixtures. (E.S.B. 11429/64.)
Agency inquiry for foodstuffs and confectionery; household goods; paper towels and toiletries. (E.S.B 38256/64.)
Agency inquiry for air compressors; concrete mixers; pumps; saws. (E.S.B. 38270/64.)
Inquiry for clothing. (E.S.B. 32184/64.)

Belgium
Agency inquiry for gift articles; fancy goods. (E.S.B. 38255/64.)
Agency inquiry for floor coverings. (E.S.B. 38483/64.)

Bolivia
Inquiry for machinery and raw materials. (E.S.B. 38486/64.)
Supplies for Comibol (Bolivian Mining Corporation). (E.S.B. 38752/63.)

Brazil
Inquiry for marine diesel engines. (E.S.B. 37004/64.)

Canada
Agency inquiry for jams. (E.S.B. 38075/64.)
Agency inquiry for enamelware. (E.S.B. 38406/64.)
Agency inquiry for electronic equipment; radio/TV apparatus. (E.S.B. 38442/64.)
Agency inquiry for electronic devices; navigation equipment. (E.S.B. 33433/64.)
Agency inquiry for fireplace accessories; toys. (E.S.B. 38276/64.)
Inquiry for hardware; wire rope. (E.S B. 38073/64.)
Inquiry for radio equipment. (E.S.B. 38062/64.)
Inquiry for wheels – further information. (E.S.B. 36252/64.)
Inquiry for electrical equipment. (E.S.B. 37069/64.)

Colombia
Paraffin wax production. (E.S.B. 35100/64.)

Costa Rica
Inquiry for conveyor belt equipment. (E.S.B. 35518/64.)

Cuba
New foreign trade enterprise. (C.R.E./3900/G.)

Denmark
Agency inquiry for machine tools. (E.S.B. 38428/64.)

Ecuador
Inquiry for cars; giftware; glass and china; food; paper; toys. (E.S.B. 25858/64.)

Finland
Agency inquiry for confectionery. (E.S.B. 37865/64.)

France
Agency inquiry for laboratory products and equipment. (E.S.B. 38419/64.)
Agency inquiry for measuring and controlling instruments. (E.S.B. 27031/64.)
Agency inquiry for food. (E.S.B. 21202/63.)
Inquiry for materials for the porcelain industry. (E.S.B. 38037/64.)

Germany, Federal Republic of
Agency inquiry for photographic equipment. (E.S.B. 38473/64.)
Inquiry for knitwear. (E.S.B. 38214/64.)
Inquiry for cast pewterware. (E.S.B. 38249/64.)
Import opportunity – fats and oils. (C.R.E. 66/65.)
Import opportunity – margarine. (C.R.E. 66/65.)
Building project. (E.S.B. 38447/64.)

Hong Kong
Agency inquiry for confectionery. (E.S.B. 38065/64.)
Inquiry for catering equipment and bar novelties; cutlery. (E.S.B. 32958/64.)

Israel
Inquiry for construction equipment; earth-moving equipment. (E.S.B. 38245/64.)
Inquiry for chemicals; laboratory equipment. (E.S.B. 609/65.)

Italy
Agency inquiry for tools. (E.S.B. 28106/64.)
Agency inquiry for clothing. (E.S.B. 38571/64.)
Agency inquiry for laboratory reagents. (E.S.B. 38279/64.)

Jamaica
Inquiry for chemicals; laboratory equipment; surgical instruments. (E.S.B. 38061/64.)

Japan
Inquiry for machinery. (E.S.B. 38035/64.)

Lebanon
Agency inquiry for clothing; machinery; textiles. (E.S.B. 37869/64.)

Ma'aysia
Inquiry for milk powder. (E.S.B. 38213/64.)
Inquiry for scientific and surgical equipment. (E.S.B. 38259/64.)
Inquiry for sandbags. (E.S.B. 38521/64.)

Mozambique
Inquiry for paper and cardboard machinery and plant. (E.S.B. 476/65.)

Nigeria
Inquiry for poultry equipment. (E.S.B. 38242/64.)

Pakistan
Inquiry for chemical plant; chemicals. (E.S.B. 37847/64.)

Papua
Agency inquiry for soil pipes. (E.S.B. 38282/64.)

Portugal
Inquiry for food processing machinery and plant. (E.S.B. 38531/64.)

Senegal
Inquiry for steam generating station. (E.S.B. 393/65.)

Spain
Inquiry in respect of road construction machinery and plant. (E.S.B. 38271/64.)
Inquiry in respect of broadcasting transmitter. (E.S.B. 38229/64.)

Sweden
Agency inquiry for footwear. (E.S.B. 38085/64.)
Inquiry for textiles. (E.S.B. 38518/64.)
Inquiry for green baize. (E.S.B. 38508/64.)

Switzerland
Agency inquiry for chamois leather. (E.S.B. 38452/64.)

Tunisia
Inquiry for haberdashery. (E.S.B. 37286/64.)

United Arab Republic (Egypt)
Inquiry for chemicals. (E.S.B. 442/65.)

United States of America
Inquiry for clothing; navigation instruments; ships' hardware. (E.S.B. 37523/64.)
Inquiry for woollen fabrics. (E.S.B. 38451/64.)
Inquiry for footwear. (E.S.B. 23033/64.)
Inquiry for band saws. (E.S.B. 37802/64.)

Uruguay
Inquiry for animal feed mill. (E.S.B. 38083/64.)

Yugoslavia/USSR
Trade Agreement. (C.R.E. 5515/2/G.)

ADVERTISEMENT INQUIRIES FOR THE JOURNAL

Inquiries from the London Postal Area concerning the insertion of advertisements in the *Board of Trade Journal* should be addressed to **H. M. Stationery Office, Room D.94, Atlantic House, Holborn Viaduct, London, E.C.1 (City 9876 Ext. 147).**

Inquiries from other parts of the United Kingdom should be addressed to **Cowlishaw & Lawrence (Advertising) Ltd., Memorial Hall Bldgs., 16 Farringdon Street, London, E.C.3 (City 3718).**

ALL SHIPPING MANAGERS

of merchant and manufacturing concerns and confirming houses are invited to apply for Corporate or Associate Membership of the Society which is still open to fully experienced persons without examination.

Full particulars from the Secretary,

The Society of Shipping Executives, (Dept. G).,
Alderman House,
37, Soho Square,
London, W.1.

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Walter House, Bedford Street,
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Export Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses is published on pages i-vi of the Board of Trade Journal *of November 6. Businessmen wishing to avail themselves of this assistance should consult in advance either the regional offices of the Board of Trade (see page 904 of October 23 issue) or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757).*

Intensive overseas tour

Mr. J. A. Jephcott, chairman and managing director of Longworth Scientific Instrument Co. Ltd., Abingdon, Berks, is leaving the United Kingdom in January on a three-month tour to Australia and New Zealand by way of Pakistan and South-East Asia, returning via the United States and Canada. The company attribute a turnover increase of nearly 50 per cent in the past year to their policy of intensive overseas tours by directors. Seventy per cent of their output is directly exported to some 60 countries.

Eleven executives in export drive

As part of a drive to secure an increasing share of export markets, eleven senior executives of the British Crane and Excavator Corporation between them have, in the past eight weeks, visited Argentina, Australia, Brazil, Canada, Ceylon, Chile, China, Columbia, East Germany, Faeroes, Finland, Ghana, Hong Kong, India, Japan, Mexico, Nigeria, Norway, Pakistan, Paraguay, Philippines, Poland, Portugal, Rumania, Russia, South Africa, Spain, Sweden, Trinidad, Uruguay and Yugoslavia. Products of the British Crane and Excavator Corporation are sold in over 100 countries.

Valuable order from Australia

Mr. Ray Phillips of Wellman Incandescent Furnace Company Limited, Smethwick, has recently returned from a fortnight's visit to Australia with orders valued at £200,000 for billet reheating and bar heat treatment furnaces. These will be installed in the Rod and Bar Rolling Mill at the Commonwealth Steel Co. Limited, Waratah, New South Wales, where only recently Wellman Incandescent have commissioned a 50-ft. diameter rotary hearth furnace.

African sales tour

Mr. A. Richmond, export manager of Switchgear and Equipment Ltd., Banbury, Oxon, expects to arrive in Johannesburg on January 20 to visit his company's factory there and will then go on to make a sales tour of Nigeria, Ghana and North Africa. Switchgear and Equipment Ltd., are manufacturers of distribution equipment for overhead transmission lines and indoor and outdoor H.V. substations. Mr. Richmond will contact agents and will explore the general possibilities of expanding existing business in these territories. Mr. Richmond has been on previous business visits to both West Africa (two years ago) and North Africa (one year ago).

Sales promotion tour of United States

Mr. D. R. L. Jones, sales manager of Sumlock Comptometer Ltd., London, S.W.1, left the UK on January 4 for a five-month tour of several cities in the United States. During this tour he will further the sales of the 'Anita' electronic desk calculating computer. The company state that the 'Anitas', which have already been sold in the United States, are proving to be most successful and they do not doubt that their sales in America will increase during 1965.

Export drive on world markets

Mr. Harold Ogden, sales manager of The Broughton Moor Green Slate Quarries Ltd., Coniston, Lancashire, left on January 12, for a 46,000 mile round the world trip which will last 10 weeks, during which time he will visit the Middle East, West Africa, South Africa, Australia, New Zealand, Malaysia, Japan, United States and Canada. The Broughton Moor Company has already had some success in some of these countries, and have supplied 125,000 sq. ft. of external slate cladding on the world's tallest pre-cast slate cladded building, The Canadian Imperial Bank of Commerce, Montreal. Other contracts they are at present working on are, Bank of New Zealand, Christchurch, Excelsior Life Building, Toronto, and United Gas Building, Hamilton, Ontario.

Mr. Ogden visited seven European countries last year.

Fire ventilation for West African industry

Mr. J. E. S. Pay, export manager of Colt Ventilation and Heating Ltd., Surbiton, flew from London on January 9 to start a four weeks tour of Nigeria, Ghana and Sierra Leone to explain at first hand the techniques of automatic fire ventilation. Mr. Pay's Nigerian itinerary will include visits to Kano, Kaduna, Enugu, Port Harcourt, Onitsha, Aba, Apapa, Ibadan and Ilorin. He will inspect Colt ventilation installations at Affam power station, Port Harcourt and Kaduna power station, and visit the site of the Delta power station, Ughelli, where Colt equipment is soon to be installed. Based on Lagos, Mr. Pay will work very closely with Colt's agents in Nigeria, Gottschalk and Co. (West Africa) Ltd.

In Ghana, Mr. Pay will be based on Accra, from which he will visit many installations of Colt ventilation, including the Government shoe factory at Kumasi, the Government tannery at Aveyime and the Industrial Development-Unilever soap factory at Tema. Fire ventilation will figure largely in the talks he has with industrialists.

In Sierra Leone Mr. Pay will demonstrate the advantages to industry of controlled ventilation and automatic fire ventilation, which Colt combine in economical dual-purpose installations.

Training Nigerian salesmen

Mr. Peter Anderson, second-in-command of the Export Division of Vitafoam Ltd., Manchester, left the U.K. on December 30 to spend six weeks at the company's Nigerian headquarters at Ikeja, near Lagos. The purpose of the visit is to train local salesmen for the products manufactured by Vitafoam, Nigeria.

Directors to travel 60,000 miles

Overseas business trips covering a total of 60,000 miles will be made by three directors of Martin, Black & Co. (Wire Ropes) Ltd., Coatbridge, Lanarkshire.

On January 6 Mr. W. S. Black, deputy chairman and joint managing director, left London for a seven weeks tour of India, New Zealand, Australia, South Africa and Kenya. In India he will spend a week at the factory of an associate company, Usha Martin Black (Wire Ropes) Ltd., at Ranchi, near Calcutta.

On January 10, Mr. Alex Johnston, works director, also left for India to supervise extensions at the Ranchi plant. This factory was built in 1961 and is said to be the largest and most modern of its kind in India.

The initial annual output of 3,600 tons of high tensile steel wire and wire rope has been surpassed and the intention is to double the present production and the existing Indian labour force of 700.

In March Mr. George A. Black, the firm's export director, begins a tour of Canada, the United States, Venezuela, Colombia, Panama, British Guiana and the West Indies.

Chairman's visit to United States and Japan

Sir Norman Hulbert, chairman of Associated Motor Cycles, launched the company's New Year export drive on January 8, when he left London Airport for a two-week visit to the United States, AMC's biggest overseas market.

Before leaving, Sir Norman said: 'At AMC we are resolved to make 1965 a record year for Group exports. Last year we exported 70 per cent of our total production of Norton, Matchless and AJS machines, and consignments went to some 50 countries. Now we hope to do even better.' The chairman's tour will be followed up in March with a visit by Mr. A. A. Sugar, managing director of AMC.

After a week in the United States, Sir Norman will fly on to Japan to visit the Suzuki Motor Company. After a fortnight in Japan, Sir Norman will return to the United States for a second week there before flying back to London. He will be away from Britain for a month.

16,000-mile trip to boost sports equipment exports

Mr. Victor Barna, former world table tennis champion, and now an executive with the Dunlop Sports Company, is to leave London on January 17 for a 33-day export boosting tour of the West Indies and South America. Mr. Barna will spend the first three days of his 16,000-mile journey in Bermuda where, in addition to business discussions, he will play exhibition matches and hold table tennis 'nurseries' for enthusiastic players.

From Bermuda Mr. Barna will tour the West Indies, and then visit the capitals of five South American countries. He will stay five days in La Paz, Bolivia, and he concludes his journey in Buenos Aires, Argentina.

Mr. Barna recently returned from a visit to Scandinavia.

Finn joins British training course

Raimo Anttila, a 19-year-old Finn, has joined Landon Kingsway Ltd., Egham, Surrey, the oil burner manufacturers, for a three-month training course. Mr. Anttila, who is employed by Kurikan Kattila Ja Turvepoltin of Turikka, Finland, is being trained in the manufacture and installation of Kingsway 'Wallflame' Burners. The young Finn, who spoke no English when he arrived at London Airport, has already picked up sufficient of the language for normal conversational purposes. On returning to his country, Mr. Anttila will be responsible for the introduction of the 'Wallflame' Burner to Finland.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and import regulation changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

REPUBLIC OF SOUTH AFRICA

Import Control Regulations, 1965

NOTICE WAS GIVEN in the *Board of Trade Journal* of November 27, 1964 of initial South African import quotas for 1965. A copy has now been received of Government Notice R2060, published in the Republic of South Africa *Government Gazette* of December 11, which sets out in detail the Import Control Regulations for 1965.

The Regulations cover five groups of commodities, as follows:

1. FREE LIST

This group consists of goods which may be imported from any country without an import permit. The goods mentioned are to be taken to include maintenance spares therefor, provided such spares do not fall under the items shown in the Restricted List in Group 5. The Free List is given in detail at the end of this Notice.

2. RAW MATERIALS AND CAPITAL PLANT AND EQUIPMENT

This group covers raw materials, maintenance spares and consumable stores for industry, agriculture and mining, and capital plant and equipment and spares therefor (but excluding items specified in the Restricted List in Group 5). Import permits will be issued to merchant importers and manufacturers on the following basis:

Merchants – Raw materials for re-sale will be allowed according to such quotas as may be authorized from time to time. Capital plant and equipment for stock purposes will be allowed in reasonable quantities on application.

Manufacturers – Raw materials for processing in manufacturers' own factories will be permitted according to their current consumption of such materials. Manufacturers requiring capital plant and equipment for their own use may obtain permits for their full requirements, subject to availability from local sources of supply.

It should be noted that both manufacturers and merchants are expected to obtain requirements of the goods and capital plant and equipment covered by this group from local sources whenever it is possible to do so.

3. VEHICLES

This group comprises the following:

(i) motor cars,
(ii) commercial vehicles,
(iii) motor cycles,
(iv) motor scooters,
(v) mopeds and auxiliary engines, including outboard motors,
(vi) pedal cycles,
(vii) CKD material for motor vehicles, and
(viii) maintenance spares and accessories for the above.

Permits for the import of these goods will be issued to registered importers in accordance with such import quotas as may be authorized from time to time.

Import permits will be issued to *individuals* to provide for the importation of built-up motor vehicles on the following basis:

(a) In the case of motor vehicles with an f.o.b. cost not exceeding R1,900 - provided the motor vehicle has been used by the applicant for a period of not less than two calendar months outside the Republic of South Africa and has been registered in the name of the applicant during that period, and
(b) in the case of motor vehicles with an f.o.b. cost exceeding R1,900 - at any time on application.

4. CONSUMER GOODS

This group covers:

(i) general merchandise,
(ii) juke boxes, pin tables, novelty tables, coin-operated machines and amusement machines,
(iii) television apparatus and equipment,
(iv) milled rice,
(v) textile piece-goods imported by merchants,
(vi) timber,
(vii) fertilizers, and
(viii) all other items not specified in groups 1, 2, 3 or 5.

Quotas for the import of these goods may be determined from time to time, and the relevant import permits will be issued to registered importers in accordance with such quotas.

The following initial quotas have been authorized for 1965:

(a) general merchandise – 30 per cent of a merchant's assessment basis,
(b) milled rice – 30 per cent of 1963 quotas,
(c) textile piece-goods imported by merchants – 60 per cent of 1963 issues.

No allocations have been made in respect of juke boxes, pin tables, novelty tables, coin-operated machines, amusement machines, television apparatus and equipment, timber or fertilizers.

5. RESTRICTED LIST

This group consists of goods which may be imported into South Africa only if the goods are specifically described in the relevant import permit.

Importers wishing to import any of the goods detailed in this group may convert their import permits into specific permits (in which the goods to be imported are described) provided:

(i) the goods to be imported under the specific permit applied for fall within the same general category as the goods detailed in the original import permit issued;
(ii) the importer surrenders R2 of his original import permit for every R1 of a specific permit required for the importation of the goods mentioned in this group.

As a concession to importers of goods detailed in this group, however, the first R5,000 of an importer's total annual quota received may be converted for a specific permit on the basis of R1 for R1, except in the case of goods marked with an asterisk, i.e. ladies' and children's handbags and golf bags.

The Restricted List is given in detail at the end of this Notice.

FREE LIST

(1) Description of Goods	(2) Customs Tariff No.
Sausage casings (animal)	Ex 05.04
Sausage casings (other)	Ex 39.07 Ex 48.21
Tea	09.02
Bibs and feeders	Ex 40.13 Ex 39.07 Ex 60.05 Ex 61.02
Laces, lace curtaining, lace flouncing and lace embroidery in the piece, or in the form of insertions or medallions.	58.08 58.09
Oil baize and oil cloth	Ex 59.09
Tracing cloth	Ex 59.07
Caps, rivets and eyelets; eyelets, eyes and hooks	Ex 83.09
Waistbanding in the piece	Ex 61.11
Elastic, tape, braid, webbing and ribbon bindings, cloth labels and tabs with woven inscriptions.	Ex 58.05 Ex 58.06 Ex 58.07 Ex 59.13
Belt, backing, textile trimmings and motifs, fringing, edging and insertion, elastic trouser bands and bindings; cap peaks and shapes of peaks, of rubber, fibre, patent leather and/or plastic and cap and hat sweatbands and chevrettes of leather and/or imitation leathers; adjustable shoulder straps for women's underwear; suspender ends and grips, slides and buckles; plain single piece shirt studs other than metal, ordinarily used in the clothing industry; needles (all kinds); buckles (other than ornamental) and metal fasteners therefor; buckle slides, including shoulder straps, slides and links; metal fasteners for buttons; button and buckle moulds; dies and cutters; hooks, hooks and eyes; hooks and bars and waist hooks; eyeletted tape; hook and eye tape; press button tape; loops and loopings for the overall and clothing industry; pins; pyjama girdles; dressing gown girdles and cord; snap fasteners; safety pins; pads and shields; sprat heads; thimbles; trouser clips and slides; whalebone and other supports, including those of celluloid and plastic.	Ex 39.07 Ex 40.13 Ex 44.28 Ex 48.21 Ex 58.05 Ex 58.06 Ex 58.07 Ex 58.10 Ex 60.05 Ex 61.09 Ex 61.11 Ex 65.07 Ex 73.33 Ex 73.34 Ex 73.40 Ex 74.19 Ex 82.04 Ex 83.09 Ex 98.01 98.13

(1) Description of Goods	(2) Customs Tariff No.
Buttonhole gimp yarn	Ex 58.07
Welts and/or knitted ribbing	Ex 60.01
Separable slide fasteners and parts; adjustable slide fasteners	98.02
Raw cotton including linters	Ex 55.01
	Ex 55.02
Yarns, threads and twists, excluding the following:	Ex 40.07
	50.04
(i) any yarn of wool, synthetic or man-made fibres or mixtures thereof, single or plied, dyed or undyed, bleached or unbleached, prepared on cones, hanks, skeins, balls, etc., for use as hand-knitting yarn for retail sale;	50.05
	50.06
	50.07
(ii) sewing threads and twists containing 50% or more by weight of cotton in units of more than 300 yards;	Ex 51.01
	Ex 51.02
(iii) man-made polyamide filament yarn not for retail sale.	Ex 51.03
	52.01
	53.06
	53.07
	53.08
	53.09
	Ex 53.10
	54.03
	54.04
	55.05
	Ex 55.06
	56.05
	Ex 56.06
	57.05
	57.06
	57.07
Wool fibre, raw wool and wool tops, and dyed wool tops	Ex 53.01
	Ex 53.05
Man-made staple fibres	56.01
	56.04
Aeroplanes and gliders	Ex 88.02
Office equipment, viz.:	
Calculating machines	Ex 84.52
	Ex 84.53
Cash registers	Ex 84.52
	Ex 84.53
Coin counting and sorting machines	Ex 84.54
Electronic data processing machines	Ex 84.53
Tabulators	Ex 84.53
Postal franking machines	Ex 84.52
Ticket issuing machines	Ex 84.52
Cheque writing machines	Ex 84.51
Adding machines	Ex 84.52
	Ex 84.53
Accounting machines	Ex 84.52
	Ex 84.53
Bookkeeping machines	Ex 84.53
Addressing machines	Ex 84.54
Duplicating machines	Ex 84.54
Typewriters	Ex 84.51
Photo-copying machines	Ex 84.54
Dictating machines	Ex 92.11
Tape and wire sound recorders	Ex 92.11
Tapes and wire prepared for sound recording	Ex 92.12
Hairdressing equipment, viz.:	
Safety razor blades	Ex 82.11
Hairclippers	Ex 82.13
	Ex 85.07
Razors and shavers	Ex 82.11
	Ex 85.07
Scissors, excluding gold or silver or gold- or silver-plated	Ex 82.12
Hair driers	Ex 85.12
Shaving brushes	Ex 71.13
	Ex 96.02
Hotel kitchen equipment, viz.:	
Food mincers, electro-mechanical with self-contained electric motor	Ex 85.06
Food mincers, other	Ex 82.08
Food mixers, electro-mechanical with self-contained electric motor	Ex 85.06
Food mixers, other	Ex 82.08
'Expresso' type coffee percolators, electrically heated	Ex 84.17
Vegetable peelers, electro-mechanical with self-contained electric motor	Ex 85.06
Vegetable peelers, other	Ex 82.08
Domestic equipment, viz.:	
Egg beaters	Ex 82.08
	Ex 85.06
Egg whisks	Ex 82.08
Icing sets	Ex 73.38
	Ex 76.15
	Ex 80.06
Flat irons, paraffin and petrol types	Ex 82.04
Spare parts and needles for industrial sewing and knitting machines	Ex 84.41
Stapling machines and tools	Ex 82.04
	Ex 84.32
	Ex 84.33
	Ex 84.47
	Ex 84.54
	Ex 84.59
Banding machines and tools	Ex 82.04
	Ex 84.19
Industrial sewing machines	Ex 84.41
Watch cleaning machines	Ex 84.59
Primary batteries suitable for deaf aids	Ex 85.03
Air pressure gauges	Ex 90.24
Gas supply and production meters	Ex 90.26
Needles and spare parts for all domestic sewing machines	Ex 84.41
Weighing machinery (excluding balances of a sensitivity of five centigrammes or better) including weight operated counting and checking machinery but excluding weighbridges; weighing machine weights of all kinds.	Ex 84.20
Rough diamonds	Ex 71.02
Laboratory glassware	Ex 70.17
Anti-friction and lubricating grease	Ex 27.10
	Ex 34.03
Motor spirit	Ex 27.07
	Ex 29.01
Oils, lubricants	Ex 27.10
Paraffin, crude oil, transformer oils and fuel oils	Ex 27.09
	27.10
Plastic sheeting in rolls, other than foam plastic	Ex 39.01
	Ex 39.02
	Ex 39.05
Additives for mineral oils, in containers of not less than 10 lb. net weight each or not less than one imperial gallon each.	Ex 38.14
	29.19

(1) Description of Goods	(2) Customs Tariff No.
	29.34
Typewriter erasers	Ex 40.14
	Ex 96.02
Atlases, charts, globes and maps	49.05
Books, viz.:	
Printed books, booklets, brochures, pamphlets and leaflets; newspapers and periodicals; printed or manuscript music; printers' proofs.	Ex 49.01
	49.03
	49.04
Directories, guide books and year books	Ex 49.01
	Ex 49.11
Catalogues	Ex 49.11
Price lists and trade publications	Ex 49.11
Pocket diaries and refills	Ex 48.18
Duplicating machine ink	Ex 32.13
Tracing paper	Ex 48.07
Whalebone and other collar supports, including those of cardboard, celluloid and plastic and other packing pieces of celluloid, plastic, cardboard and/or reinforced cardboard.	Ex 39.03
	Ex 48.21
	Ex 48.15
	Ex 49.11
	Ex 98.13
Printed envelopes in which paper dressmaking patterns are imported	Ex 48.21
Printed cloth labels and tabs; paper dressmaking pattern catalogues	Ex 49.11
Stencil sheets for duplicating	Ex 48.13
Paper dressmaking patterns, with printed instructions; knitting leaflets; technical leaflets; paper transfers for hosiery manufacture; printed pattern paper for the clothing industry.	Ex 48.21
	Ex 49.01
Pen nibs, pen holders, drawing pins and refill leads	Ex 73.31
	Ex 74.14
	Ex 98.03
	98.04
Clocks and watches (excluding gold and silver cased) and clock movements	91.01
	91.02
	91.03
	91.04
	Ex 91.05
	91.07
	91.08
	91.09
	91.10
	91.11
Harmonicas, piano accordions and concertinas	Ex 92.04
Airguns	Ex 93.05
Smokers' pipes	Ex 98.11
Cartridges (excluding ·22 cartridges)	Ex 93.07
Photographic and cinematographic apparatus and materials, viz.:	
Projectors, cinematographic and image	Ex 90.08
	Ex 90.09
Cameras and camera accessories	Ex 90.07
	Ex 90.08
Cinematographic film	Ex 37.02
	Ex 37.04
	Ex 37.06
	Ex 37.07
Photographic film	Ex 37.01
	Ex 37.02
	Ex 37.04
	Ex 37.05
Photographic paper, sensitized	Ex 37.03
Tower and turret bells and parts thereof	Ex 83.11
Life-saving equipment, viz.:	
Gas masks	Ex 90.18
Life belts, buoys and jackets and other life-saving equipment, including mine rescue apparatus.	Ex 45.03
	Ex 45.04
	Ex 70.12
	Ex 90.08
	Ex 93.14
Rockets and flares, prescribed for use on ship and lifeboats; life-saving rockets	Ex 36.05
Optical goods, viz.:	
Optical appliances and instruments	Ex 90.13
Field glasses, binoculars, opera glasses and telescopes	Ex 90.05
Drawing and mathematical sets; set squares; protractors; school rulers; compasses; dividers and protractors of the cheap school type.	Ex 90.16
Surveying instruments	Ex 90.14
Scientific and laboratory instruments	Ex 90.22
	Ex 90.23
	Ex 90.24
	Ex 90.25
Balances of a sensitivity of five centigrammes or better with or without their weights.	Ex 90.15
Medical, surgical and dental requirements, viz.:	
Dental instruments and appliances, excluding dental chairs	Ex 90.17
Deaf aids	Ex 90.19
Veterinary instruments and appliances	Ex 90.17
Medical and surgical instruments and appliances	Ex 90.17
Orthopaedic appliances, surgical belts, trusses and the like, artificial limbs, eyes and other artificial parts of the body (excluding artificial teeth).	Ex 90.19
X-ray apparatus and accessories	Ex 90.20
X-ray film	Ex 37.01
	Ex 37.02
Plain paper patterns for dressmaking; tailors' chalk; jute paddings	Ex 48.01
	Ex 48.10
	Ex 57.10
	Ex 59.02
	Ex 98.05

RESTRICTED LIST

(1) Description of Goods	(2) Customs Tariff No.
Coffee (roasted or ground, mixed; substitutes for coffee)	Ex 09.01
	Ex 21.01
Confectionery, including slab chocolate, ice cream mixes made with sugar, sweetened cocoa or chocolate, sweetmeats, crystallized fruits, chow-chow, Christmas stockings, crackers or bonbons and surprise packets, but excluding	Ex 09.01
	Ex 21.01
	Ex 17.04

(Continued on next page)

SOUTH AFRICA, *continued*

(1) Description of Goods	(2) Customs Tariff No.
ice-cream, ginger preserved in syrup or brine or otherwise and candied ginger.	Ex 18.06 Ex 20.04 Ex 21.07 Ex 97.05
Millet and manna	Ex 10.07
Fish, including fry and ova, anchovies, caviare, lax, lobster and fish pastes, but excluding salted herrings and kippered herrings.	Ex 03.01 Ex 03.02 03.03 16.04 16.05
Infants' food, patent or proprietary cornflour or other farinaceous and cereal foods.	Ex 19.02 19.05 Ex 20.02 Ex 21.07
Fruits; fresh or green; bottled, tinned or otherwise preserved, including candied peel, dried fruit and fruit pulp, but excluding dates, glace cherries and tamarinds.	Ex 08.01 08.02 08.03 08.04 08.06 08.07 08.08 08.09 08.10 08.11 08.12 08.13 20.03 Ex 20.04 Ex 20.06
Dextrinized starch, adhesives and glue, in bulk, but excluding vegetable gum	Ex 35.01 Ex 35.03 35.05
Jams, jellies and honey; pudding, cake and jelly powders; ice-cream mixes, n.e.e.	04.06 Ex 19.02 Ex 20.05 21.07
Meats (fresh, frozen, salted, cured, cooked or otherwise prepared or preserved, whether tinned or not), soups and similar substances used as food.	02.01 02.02 02.03 02.04 02.06 16.01 Ex 16.02 Ex 21.05
Meat pastes, potted or tinned	Ex 16.02
Milk, in sweetened condensed, unsweetened condensed, desiccated or other form and including skimmed or separated milk; cream.	04.01 04.02
Soya beans; groundnuts; vanilla beans; leguminous seeds (including peas, beans and lentils), n.e.e. (dried, whole, split, ground or otherwise prepared).	07.05 09.05 11.03 Ex 12.01 Ex 21.07
Pickles, sauces, chutneys and other condiments	Ex 20.01 Ex 20.02 21.03 21.04
Coriander seed, whole or prepared in any form, prepared spices; all culinary herbs.	Ex 07.04 Ex 09.04 Ex 09.06 Ex 09.07 Ex 09.08 Ex 09.09 Ex 09.10 Ex 12.07
Starch, excluding potato starch	Ex 11.08
Loaf and cube sugar, and glucose	Ex 17.01 Ex 17.02 Ex 17.05
Vegetables: tinned or otherwise preserved	07.02 07.03 Ex 07.04 Ex 20.01 Ex 20.02
Beverages not exceeding 3% of proof spirit: fruit juices, cordials, syrups and other kinds.	Ex 22.02 22.04
Liqueurs, cordials, mixed potable spirits and other potable spirits exceeding 3% of proof spirit.	Ex 22.09
Wines, all types, including champagne	22.05 22.06 Ex 22.07
Cigarettes	Ex 24.02
Snuff	Ex 24.02
Tobacco, manufactured	Ex 24.02
Tobacco, unmanufactured	Ex 24.01
Jute bags (lined or unlined), and bags made from plastic or other material, of a kind used for the packing of goods.	Ex 39.07 Ex 62.03
Blankets and rugs; shawls, n.e.e.; sheets commonly used as blankets or rugs and known as kaffir sheets; blanketing; padded quilts.	Ex 53.11 Ex 55.09 Ex 56.07 Ex 60.05 Ex 61.06 62.01 Ex 63.01 Ex 94.04
Candlewick	Ex 59.14
Feltbase floor coverings, in lengths or otherwise	48.12
All clothing (including infants' napkins), excluding secondhand overcoats, infants' knitted outerwear not exceeding 20 inches chest measurement, infants' nightwear not exceeding 27 inches in length, infants' petticoats not exceeding 18 inches in length, bibs and feeders.	Ex 39.07 Ex 40.13 Ex 42.03 Ex 43.04 Ex 60.03 60.04 Ex 60.05 Ex 60.06 61.01 61.02 Ex 61.03 61.04 Ex 61.09

(1) Description of Goods	(2) Customs Tariff No.
	Ex 61.10 Ex 63.01 Ex 64.06 Ex 68.13
Articles of furskins	43.03
Gloves	Ex 40.13 Ex 42.03 60.02 Ex 60.06 Ex 61.10 Ex 68.13
Hats, caps, bonnets and berets, but excluding hoods, shapes and rubber bathing caps.	Ex 63.01 65.03 65.04 65.05 Ex 65.06
Hosiery, finished or unfinished	Ex 60.03 Ex 61.10
Sanitary pads	Ex 48.21
Towels, sanitary and other	Ex 58.02 Ex 58.06
Towels, face cloths and bath mats of woven terry towelling	Ex 59.06 Ex 60.05 Ex 60.06
Dish cloths, floor cloths, floor swabs, scouring cloths and similar cleaning cloths	Ex 61.08 Ex 61.09 Ex 61.11 Ex 62.02 Ex 62.05
Ties	Ex 42.03 Ex 60.05 61.07
Jute fibre; jute bagging, sacking and hessian	57.03 Ex 57.10
Twine, rope and cordage	59.04
Baths	Ex 73.38 Ex 74.19
Wood screws and roofing screws of metal	Ex 73.32 Ex 74.15 Ex 75.06 Ex 77.03 Ex 79.06
Bolts and nuts of metal	Ex 73.32 Ex 74.15 Ex 75.06 Ex 77.03 Ex 79.06
Buckets, household and sanitary, of metal	Ex 73.38 Ex 76.15
Conveyors; differential chain hoists; triple spur gear chain hoists	Ex 84.22
Cylinders of a type used for liquid petroleum gas	Ex 73.24
Enamelware and domestic hollow-ware, excluding pressings and stampings in the rough, strainers, sieves, graters, skimmers and patty pans.	Ex 73.38 Ex 74.18 Ex 75.06 Ex 76.15 Ex 80.06 Ex 82.14 Ex 83.07
Electric floor polishers, including vacuum cleaner/floor polisher combinations	Ex 85.06
Lawn mowers, excluding mowers with a cut exceeding 20 inches	Ex 84.25
Domestic laundry washing machines	Ex 84.40
Vacuum or gas-filled electric lamp bulbs, not exceeding 500 watts and of a type commonly used for indoor lighting.	Ex 85.20
Miner's safety lamps (cap lamps), electric	Ex 83.07 Ex 85.10
Portable electric lamps	Ex 44.27 Ex 83.07 Ex 90.13
Ploughs, except (a) reversible ploughs, (b) ploughs with more than four shares, (c) power-driven rotary ploughs; harrows other than: (a) the offset disc type over 6 feet 6 inches in width, and (b) the one-way disc type over 6 feet 6 inches in width; plough shares and discs; buckrakes; cultivators other than power-driven; fertilizer distributors other than power-driven; hammer mills and combination hammer mills; maize pickers and harvesters; peanut pickers, diggers and harvesters; animal-drawn, tractor-drawn or mounted planters; potato spinners, diggers and harvesters; shellers and threshers, power-driven.	Ex 84.24 Ex 84.25 Ex 84.28
Conveyors	Ex 84.22
Serrated saw banding; concrete mixers; conveyors.	Ex 82.02 Ex 83.22 Ex 84.56
Moulded case circuit breakers; motor control and substation control panels; battery chargers; ballasts for fluorescent lamps; electric generating sets; roof junction boxes; low voltage lightning arrestors; liquid motor starters; distribution boards.	Ex 85.01 Ex 85.19
Plain copper wire, insulated electric cable and wire	Ex 74.03 Ex 74.10 Ex 85.23
Electric conduit tubing, rigid or flexible	Ex 73.18 Ex 83.08 Ex 85.27 Ex 80.05
Electric motors, not less than 1 h.p., excluding single phase motors	Ex 85.01
Printed or unprinted aluminium foil, backed with paper or plastic	Ex 76.04
Welding electrodes	Ex 83.15
Badges, name or number plates, and similar articles (signs) of metal— enamelled, printed, lithographed, embossed, varnished or lacquered.	Ex 83.14
Perambulators and baby carts	Ex 87.13
Pipes, piping and tubes	73.17 Ex 73.18
Pipe fittings	Ex 75.04 Ex 78.05 Ex 79.04 Ex 80.05 Ex 83.08
Windmills; working heads; turbine pumps other than submersible	Ex 84.07 Ex 84.08 Ex 84.10
Household refrigerators, deep freezers, ice-cream cabinets and frozen food display cabinets.	Ex 84.15
Stoves, ranges, coppers, grates, ovens and steam-jacketed pans, not being for industrial or manufacturing purposes, but excluding L/P gas heaters.	Ex 73.36 Ex 73.37 Ex 73.38 Ex 74.17

(1) Description of Goods	(2) Customs Tariff No.
	Ex 84.17
	Ex 84.40
	Ex 85.12
	Ex 85.19
Switches for electric stoves and hot-plates; electrical cooking and heating appliances, not for industrial purposes, but excluding (a) heating resistance units for stoves, hot-plates and ovens, (b) laboratory drying or heating ovens and furnaces, and laboratory incubators, (c) hair dryers and curlers, (d) electrically-heated dish-washing machines, glass-washing machines and 'Expresso' coffee machines being hotel kitchen equipment.	—
Scrapers	Ex 84.23
Barbed and other fencing wire; baling wire	Ex 73.14
	Ex 73.26
Gramradios and radio receiving sets, assembled or unassembled, with or without cabinets, and including cabinets imported separately, but excluding gramradio turntable units and also motors, pick-ups and record changers for gramradios, imported separately.	Ex 85.15
Wire netting	Ex 73.27
Natural asphalt and bitumen (including rock asphalt); petroleum bitumen; bitumen emulsions and mastics.	Ex 27.14
	Ex 27.15
	Ex 27.16
Cement and concrete proofers (including hydraulic lime, roofing and similar prepared adhesive cement and other adhesives), but excluding 'white' and refractory cement for building purposes.	Ex 25.22
	Ex 25.23
	Ex 27.16
	Ex 32.12
	35.06
	Ex 38.19
	Ex 39.03
	Ex 39.05
	Ex 40.06
Baths, cisterns, lavatory basins, sanitary pans, sinks, urinals and other sanitaryware – earthenware or stoneware, including porcelainware.	69.10
Abrasive paper and cloth (excluding resin-bonded abrasives and water paper); abrasive wheels.	Ex 68.04
	Ex 68.06
Tiles	Ex 39.01
	Ex 39.02
	Ex 39.07
	Ex 40.08
	Ex 40.14
	Ex 59.10
	Ex 69.01
	Ex 69.02
	Ex 69.05
	Ex 69.07
	Ex 69.08
	Ex 70.16
Paints, ready mixed for use; and enamels, poster colours, flat oil paints and sheepmarking oils; colour washes and distempers in paste or powder form; colours ground in oil, but excluding artists' colours.	32.09
	Ex 32.10
Polishes	34.05
Thermosetting resin-laminated decorative plastic sheeting and sheets; plastic tubing; household articles made wholly or mainly of moulded or extruded plastic material.	Ex 39.01
	Ex 39.02
	Ex 39.07
Transmission belts and belting; conveyor belts and belting	Ex 39.07
	40.10
	Ex 42.04
	Ex 42.06
	59.16
Boots and shoes, excluding ballet dancing shoes, skating boots and spiked running shoes.	64.01
	Ex 64.02
	64.03
	Ex 64.04
	Ex 90.19
Rubber hose	40.09
'Ladies' handbags, children's handbags, and golf bags	Ex 42.02
	Ex 43.04
	Ex 46.03
Rubber pneumatic tyre covers and tubes	Ex 40.11
Brushes, brooms, whisk brushes, feather dusters and mops, but excluding artists' or signwriters' brushes, shaving brushes and hairbrushes.	96.01
	Ex 96.02
	96.04
Basketwork and wickerwork	46.03
Furniture – wicker, cane and grass	Ex 94.01
Handles, wooden	Ex 44.25
Plywood	Ex 44.15
Wood wool and wood meal	44.12
Printed or unprinted paper bags (including transparent cellulose bags and pictorial seed packets of paper), and bags made of aluminium foil backed or lined with paper.	Ex 39.07
	Ex 48.16
	Ex 76.16
Cardboard boxes, jars, cups and cartons, and paper cups, printed or otherwise	Ex 48.16
Labels, tickets and address tags or tabs, flat or in rolls, made of aluminium foil (printed or unprinted) backed with paper or plastic material; paper serviettes; paper doilies and paper mats.	Ex 48.21
	Ex 76.16
Pulpboard for building purposes	48.09
Toilet paper; waxed paper; gummed paper tape; pressure-sensitive adhesive paper, including masking tape.	Ex 48.07
	Ex 48.15
Printed, ruled, lithographed or embossed labels, tickets and address tags or tabs, flat or in rolls, but excluding cloth labels and tabs.	48.19
Loose-leaf covers and binders; letter or document files in book or folder form; plain paper stationery.	Ex 48.14
	Ex 48.18
	Ex 48.19
Gold and silver plate, and cutlery, spoons, forks and hollow-ware plated with precious metal, but excluding communion sets.	71.13
	Ex 73.38
	Ex 74.18
	Ex 75.06
	Ex 82.09
	Ex 82.14
Gramophone and phonograph records	Ex 92.12
Jewellery and imitation jewellery (including rolled-gold, enamel or gilt jewellery; imitation pearls; ornamental hat pins, hairpins and buckles; bangles, necklaces, girdles, muff chains, clasps and similar articles of adornment); but excluding jeweller's findings.	Ex 39.07
	Ex 44.27
	Ex 61.11
	Ex 69.13
	Ex 70.19
	Ex 71.12
	Ex 71.15
	Ex 71.16
	Ex 95.01
	Ex 95.02
	Ex 95.03
	Ex 95.04
	Ex 95.05
	Ex 95.06
Fireworks of all descriptions	Ex 36.05

(1) Description of Goods	(2) Customs Tariff No.
Felt, dampcourse and similar substances, in rolls or otherwise, for building purposes, including the wrapping of water pipes.	Ex 48.07
	Ex 59.02
Matches	36.06
Towels, tissues, novelties, decorations, curtains, blinds, tablecloths and similar articles of paper or paperboard, but excluding merit stars, paper shapes and gummed paper squares; badges and signs of plastic or plastic and metal.	Ex 39.07
	Ex 48.21

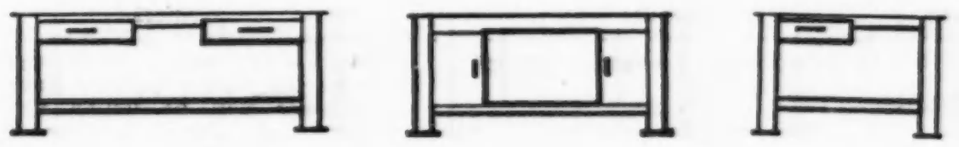
Changes in import control regulations

ATTENTION IS DRAWN to the following changes in South African import control regulations which have been effected by the issue of the notice given above:

The distinction between Group A and Group B consumer goods now falls away. The majority of the goods previously grouped under Group A consumer goods have been included in Group 1 of this notice (the Free List) and may therefore be imported without an import permit. Those Group A consumer goods not included under the free list of imports will now be classified as general merchandise falling under Group 4 of this notice. Importers of such goods may apply for their general merchandise quotas to be reviewed.

The following goods have now been deleted from the Restricted List:

Description
Switchgear and fusegear.
Refractory cements.
Cut or polished precious stones or imitations thereof.



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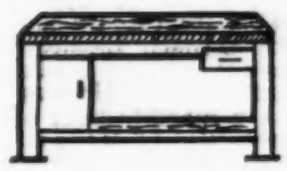

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TANZANIA

Import licensing regulations

GENERAL NOTICE No. 3058, published in the United Republic of Tanzania *Gazette,* dated December 18, 1964, adds, with effect from December 14, the following items to the Schedule of goods, including those of United Kingdom origin, for which specific import licences are required:

First Schedule:
Section 5 – Chemical, Division 53. Dyeing, Tanning and colouring materials.
533 3 1 Distempers.
533 3 9 Paints, enamels, lacquers, varnishes only (not artists colours).
Section 6 – Manufactured goods classified chiefly by material.
Division 64 – Paper, paperboard and manufactures thereof.
642 2 0 Writing blocks, letter pads only.
642 3 0 Exercise books, memorandum blocks only.
Division 67 – Iron and steel plates and sheets, coated, excluding tinned plates and sheets.
674 9 1 Corrugated of a thickness of ·014 inches or less.
674 9 2 Corrugated of a thickness exceeding ·014 inches.
674 9 3 Flat, galvanized including sheet in coil of a thickness of ·014 inches or less.
674 9 4 Flat, galvanized including sheet in coil of a thickness exceeding ·014 inches.
Division 68 – Non-ferrous metals.
684 2 3 Aluminium coils.
684 2 4 Aluminium corrugated sheets.
684 2 5 Aluminium flat sheets and plates.
Section 8 – Miscellaneous manufactured articles.
Division 84 – Clothing.
841 1 1 Shirts of textile fabric, not knitted or crocheted.
General Notice No. 2489 published in the *Board of Trade Journal* dated November 6, 1964, page 1033 is hereby revoked.

NOTES FOR THE GUIDANCE OF IMPORTERS ON THE ABOVE GENERAL NOTICE

(1) This note is not part of the Notice but is issued for the general guidance only of importers on the implementation of the above Order which cancels General Notice No. 2489 of October, 1964, published in the *Gazette* of the United Republic of Tanganyika and Zanzibar, Vol. XLV, No. 63 of October 23, 1964, which introduced interim measures for the protection of local industries. It shall not be quoted as authority for the issue of any individual licence, the grant or refusal of which remains in the absolute discretion of the Imports Controller in accordance with section 7 (1) of the Imports Control Ordinance (Cap. 292).

(2) The above new Order published in General Notice No. 3058 gives effect to the arrangements agreed between the Governments of Kenya, Uganda and Tanzania to adjust the trade balances between the East African countries in accordance with the Kampala Agreement.

(3) The following notes indicate the extent of control to be applied by Specific Licensing (S.L.) It is pointed out that the classification numbers appearing in column 1 of the Notice refer to the Official Import and Export List published under E.A.C.S.O. *Gazette* Supplement No. 17 of November 30, 1963, and which came into operation on January 1, 1964.

Code Item	Goods	Remarks
046 0 0	Meal and flour of wheat or meslin .	This item is already subject to S.L. if originating from outside East Africa. Licences will be issued for wheat flour from Kenya up the value of £35,000 per annum, not exceeding £3,000 per month, *until further notice.*
112 3 0	Beer and ale (excluding stout) . .	Licences will be issued for imports of bottled beer from Kenya and Uganda up to a value of approximately £198,000 p.a. from Kenya and £18,000 p.a. from Uganda. Licences will be issued only to the accredited agents of the Breweries. These licences will be issued on a monthly basis according to the fluctuation of demand and production and in accordance with past performance. Beer in bulk will be licensed freely.
533 3 1	Distempers, paints, enamels, lacquers, varnishes only	Licences for imports of distemper and paints from Kenya and Uganda will be issued freely for the time being subject to the introduction in due course of the agreed quota of £39,000, if necessary. In the case of paints and distempers originating from outside East Africa no licences will be issued for distemper nor for general purpose paints below the following approximate c.i.f. values: Emulsion paints Shs. 33/- per 14 lb. or per gallon. Other paints Shs. 40/- per 14 lb. or per gallon when packed in containers of one pint or over. Shs. 50/- per 14 lb. or per gallon when packed in containers of less than one pint. Licences will normally be freely issued for special paints such as paints for marine purposes, tinplate coatings, insulating varnishes, etc.
642 2 0 642 3 0	Writing blocks, letter pads . . Exercise books, memorandum blocks .	Licences will be issued for writing blocks, writing pads and exercise books from Kenya up to a value of £3,000 per annum. Licences will not normally be issued for imports from overseas for types and qualities available from local production.
674 9 1 674 9 2 674 9 3 674 9 4	Corrugated and flat galvanized iron sheets	No licences will normally be issued for imports from Kenya or Uganda or from other origin.
684 2 3 684 2 4 684 2 5	Aluminium coils, corrugated and flat sheets and plates	No licences will normally be issued for imports from Kenya or from any other origin.
841 1 1	Shirts of textile fabric, not knitted or crocheted	Licences for the importation from Kenya of shirts of ex-factory value of Shs. 70/ per dozen or less will be issued up to a value of £60,000 per annum. Cosata to be sole importers of Kenya shirts under this quota. No licences will normally be issued for shirts of a c.i.f. value of Shs. 100/- per dozen or less originating from outside East Africa. Shirts costing Shs. 70/- or more per dozen from Kenya will be freely licensed.

Any inquiries relating to this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 472).

Export duty on hides and skins amendment

GOVERNMENT NOTICE No. 708 published in the United Republic of Tanzania *Gazette* dated December 25, 1964, amends with effect from December 4, the Schedule to the Export Tax Ordinance by deleting item 3A thereof and substituting therefor the following:

First column	Second column
3A Goatskins, ground-dried and suspension-dried.	Shs. 30/- per 100 lb. avoirdupois net weight and *pro rata* for every part thereof.

SOUTHERN RHODESIA

Application for increase in duty

THE BRITISH TRADE COMMISSIONER at Salisbury has reported that the Ministry of Trade, Industry and Development has received a tariff application on scissors up to an overall length of 7 inches and of a free-on-board value not exceeding 7 shillings per dozen pairs. The proposal is to introduce alternative specific duties as follows:

	Duty A	Duty B	Duty C	Duty D
Per dozen pairs	£0 8s. 0d.	£0 6s. 0d.	£0 6s. 0d.	£0 6s. 0d.
Less	—	—	—	15%

Britain pays the Column D rate of duty.

Where British trade organizations are thought to be interested in the above application they are being informed, and it is suggested that any British firm desiring to make representations to the Ministry of Trade, Industry and Development, and belonging to a trade organization, should get in touch with that body in the first instance. Firms proposing to make independent representation to the Southern Rhodesia Authorities and desiring further information relating to the above should address their inquiries to the Commercial Relations and Export Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference CRE. 322/65.

KENYA

Import licensing restrictions

THE BRITISH TRADE COMMISSIONER in Nairobi has reported that further import restrictions have been imposed by the Kenya Government. The items affected are mosquito coils and shirts.

Further details will be published as soon as the *Official Gazette* Notice is available.

SUBSCRIPTIONS AND SALES

Readers are reminded that subscription and sales inquiries should be addressed to the publishers at any of the following addresses: York House, Kingsway, London, W.C.2; 423 Oxford St., London, W.1; 13A Castle St., Edinburgh 2; 39 King St., Manchester 2; 35 Smallbrook, Ringway, Birmingham 5; 109 St. Mary St., Cardiff; 50 Fairfax St., Bristol 1; 80 Chichester St., Belfast; or through any bookseller.

Telephone inquiries should be made to Waterloo 4944, Ext. 1195.

PORTUGUESE EAST AFRICA (MOZAMBIQUE)

Liquidation of Indian assets

HM CONSULATE-GENERAL in Lourenco Marques have reported that the impending liquidation of the following Indian businesses has been announced. Claims against their assets must be submitted by January 16 in the case of those in Lourenco Marques and by January 23 in the case of Zambezia.

District of Lourenco Marques

Cangi Praggy or Kanji Pragji.
Mahomed Issufo Nadat.

District of Zambezia

Manilal Mangalji Rajani.
Baguandas Mangalji Rajani.
Laxmidas Maganlal.

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2340).

NIGERIA

Drawback of import duty

LEGAL NOTICE No. 140 of 1964, Drawback (Customs) (Amendment) (No. 2) Regulations 1964, published in the Nigerian Federal Republic *Gazette* dated December 17, amends with effect from March 9, 1964, the Schedule to the Drawback (Customs) Regulations 1959, published in the *Board of Trade Journal*, February 7, 1964, page 306, by the deletion of item (2) and the renumbering of item (3) as item (2).

The effect of this amendment is that drawback of import duty may no longer be claimed in respect of paper imported for use in the manufacture of goods supplied for educational purposes to educational establishments recognized by the Chief Federal Adviser on Education.

IRAN

Import regulations

1. Auto cars

THE IMPORTATION into Iran of auto cars (i.e. mini buses) was authorized by virtue of Decree No. 9678 dated September 13, 1964. This applies to vehicles accommodating between 7 and 12 passengers.

2. Vehicles powered by diesel engines

The Ministry of Economy has instructed the Banks to refrain from opening letters of credit for the importation of up to 12-seat passenger cars, stations, vans (vanettes) and auto cars (mini buses) powered by diesel engines and engines for these vehicles. This became operative with effect from November 25, 1964.

3. Wheat

Decree No. 32538 of November 9, 1964, states that Iranian flour mill owners can open letters of credit for the importation of wheat from abroad without the presentation of a commercial card. With effect from November 16, 1964, the amount required for registration of orders covering imports of wheat is 30.60 Rials per $1.

All inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460/462).

ALGERIA

Import control regulations

THE *Board of Trade Journal* of June 28, 1963 (page 1476) published a notice about new Algerian import control measures. These subjected a wide range of goods to licence and quota restrictions when shipped from countries outside the franc zone.

The Algerian *Journal Officiel* of December 18, 1964, announced that chewing gum, tariff heading 17-04B, was to be added to this list of restricted goods.

Details of this announcement may be obtained from Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

ISRAEL

Liberalization of imports (1)

THE FOLLOWING ITEMS have been added to the list of goods for which Israeli import licences are issued without restrictions.

Tariff Ref. No.	Description	Import Duty	Purchase Tax	Imports permitted as from:
84.11 (g) (3) A	Air compressors, not weighing more than 800 kg. . .	60%	—	October 27, 1964
84.11 (g) (9) A	Air compressors, not weighing more than 450 kg. . .	60%	—	October 27, 1964
84.11 (f) (1) A	Sealed or semi-sealed compressors used for air-conditioning and refrigeration weighing not more than 15 kg.	60%	IL 80- per unit	October 27, 1964
84.11 (f) (9) A	Open-type compressor used for air-conditioning and refrigeration weighing not more than 100 kg.	60%	35%	October 27, 1964

All inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460/462).

Liberalization of imports (2)

THE FOLLOWING AMENDMENTS to the list of goods the import of which is completely liberalized have been published in the Israeli official gazette, *Kovetz Hatakanot*.

List I
Delete: Item 44-03 (g). Poplar wood in its bark.
Substitute: Item 44-03 (g). Poplar wood, in bark, intended for the manufacture of matches only.
Add: Item 68-16 (e) (New Item). Cylinders and rods made of artificial graphite mixed with resins.
The following items should be deleted:
74-03 (a) to 74.04 (b): Wrought bars, rods, angles, shapes and sections of copper; copper wire. Wrought plates, sheets and strip of copper.
The following items should be added in their place:
74-03 (c) (2) Copper wire, chromed, nickeled.
74.03 (i) (2) Electrolytic copper wire bars and rods, uncoated or plated single stranded of a circular cross-section having a diameter from 6 mm. to 8 mm.
74.03 (i) (9) Wrought copper rods of the kind:
Chromed or nickeled rectangular bars and rods of electrolytic copper, uncoated, imported in coils. Other copper rods from 6 mm. and over, excluding brass rods.
74-03 (i) (9) Wrought angles, shapes and sections of copper excluding silvered or gilt.
74.04 (b) Wrought plates, sheets, strips of copper, chromed or nickeled.
74-04 (i) (2) Wrought copper anodes.
The following items should be added:
74-06 (New Item). Copper powder.
79.03 (c) (New item). Zinc powder.
80-04 (b) (New Item). Tin powder.
The following items should be deleted:
Ex 85-24 (i) Carbon brushes.

List II
Add:
38-19 (a) (3) (New Item). Non agglomerated metallic carbides mixed with metallic binders excluding mixtures containing calcium carbides.
70-04 (a) } Wired glass.
70-06 (a) }
The following item should be deleted:
84-12 Air conditioning machines, self-containing, comprising a motor-driven fan and elements for changing the temperature and humidty of air:
(a) With compressors of an output not exceeding 2 h.p.
Item 87-02 (b) (a) should be deleted and the following substituted:
Private passenger cars in the meaning of the Traffic Ordinance including radio receivers mounted on them excluding motor vehicles propelled by a compression ignition engine (diesel).
87-12 (a) Fuel tanks for motor cycles, etc., have been added to the list.

List III
The following item has been deleted:
28-30 (a) Calcium chloride.
The following items have been added:
29-01 to 29-45 Accelerators for the rubber industry falling under headings 29-01 to 29-45 of the Customs Tariff and Exemption Ordinance, 1937.
The description of Item 29-38 should now read:
Provitamins and vitamins used in the manufacture of medicines.

List IV
Item 32-05 should now read:
Synthetic organic dyestuff (including pigment dyestuffs); natural indigo, except of the kinds:
(a) Synthetic organic products of a kind used in luminophores, and products of a kind known as optical bleaching agents, substantive to fibre;
(b) Food colours.
The following Item should now be deleted:
85-21 (c) Crystal diodes, crystal triodes and other crystal valves.

All inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460/462).

IRAQ

Preparation of Certificates of Origin, and Amendment of Customs Instruction No. 2 of 1963

THE IRAQI authorities have decided to issue the following instructions:

Paragraph 3 of Instruction No. 2 of 1963 is substituted by the following:

(a) The original vouchers in respect of goods imported into Iraq must be authenticated by the Chambers of Commerce or Industry at the port of exportation and authenticated by the Iraqi representative or any person officiating for him in the protection of Iraqi interests at the port of exportation.

(b) In the event of there being no Iraqi representative or person officiating for him at the port of exportation to authenticate the original vouchers of the goods the authentication by the Chambers of Commerce or Industry in that country or port shall be adequate.

Clause (c) of paragraph 5 is substituted by the following:

(c) Iraq Petroleum Company Ltd., Basra Petroleum Company Ltd., and Mosul Petroleum Company Ltd.

Clause (a) of paragraph 6 is substituted by the following:

(a) Publications not subject to customs duty, on condition that the origin thereof does not differ from the district of its shipment.

These instructions come into force on February 28, 1965, therefore imported articles which have been shipped, or for which a credit has been opened, or which arrived before November 29, 1964, are excluded from the provisions of these instructions.

Earlier notifications on this subject appeared in the *Board of Trade Journal* on February 14, 1964, page 382, and July 10, 1964, page 114.

KUWAIT

Importation and sale of radio communication apparatus

THE BRITISH EMBASSY in Kuwait recently reported that the following regulations are now in operation in Kuwait following Ministerial Decision No. 291/64, by the Minister of Posts, Telegraphs and Telephones:

A. Importation

(a) The importation of radio communication apparatus is limited to those merchants who are registered in the Commercial Register, and with the Kuwait Chamber of Commerce for this purpose. Such merchants must apply for licences for importing and dealing in radio communication apparatus prior to each import.

(b) Registered merchants holding import licences must also apply for release of the goods after receipt by Kuwait Customs. Information required at this stage includes the number, type, power and wave-length of the apparatus.

B. Sale

Would-be purchasers of radio sets must obtain a purchasing permit as sales are restricted to the holders of permits. Licences may be obtained by those wishing to import radio sets for their own use. These regulations came into effect on August 9, 1964, the date of their publication in the Kuwait official gazette – *Al Yaum*.

All inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2221), quoting reference CRE/6359/G.

LEBANON

Olive oil and molasses

THE LEBANESE AUTHORITIES have announced that olive oil is removed from the list of goods subject to the export licensing system.

They have also restricted the import and use of molasses at factories which produce or consume this commodity, and subjected its importation to the licensing system.

Inquiries relating to this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2357).

CEYLON

Import licensing of drugs

NOTICES HAVE APPEARED in the *Board of Trade Journal* from time to time about lists of drugs which have been approved by the Ceylon Formulary Committees and which have hitherto been licence-free.

Import Control Notice No. 25/64, issued by the Ceylon Controller of Import and Exports, states that individual import licences are now required for the importation from any source of drugs approved by the Formulary Committees (Hospitals, Ayurveda and Veterinary). Goods shipped on or before December 15, 1964, may be cleared from the Ceylon Customs without an individual import licence. Licences for confirmed outstanding orders will be granted subject to the condition that their value will be debited against the quotas for 1965. The Notice informs importers that applications for the registration of quotas should have been made by December 31, 1964.

Import Control Notice No. 26/64 contains a further list of proprietary drugs which may be imported into Ceylon against licences issued by the Controller of Imports and Exports. This list of drugs may be seen at Tariff Section, Export Services Branch, Board of Trade, Room E54, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 468).

MALAYSIA (SINGAPORE)

Imports of wheat flour

THE BOARD OF TRADE has received by cable the text of a notice to Singapore Importers which announces that quotas for imports of wheat/flour for the period January 1, 1965, to March 31, 1965, will now be issued on application to the extent of 50 per cent of an applicant's quota for the last quarter.

Letters of credit must not be opened until import licence has been issued and import licences must be obtained before orders are placed with suppliers of goods.

Details of the import restrictions on wheat flour were published in the *Board of Trade Journal* of January 3, 1964, pages 31-32.

BRITISH GUIANA

Customs tariff amendment - soapless detergents

THE BOARD OF TRADE have received notification that an Order has been issued by the British Guiana Government – Customs Duties (Amendment No. 6) Order, 1964, which changes the recent increased tariff for Soapless Detergents (see *Board of Trade Journal* of December 4, 1964, page 1251) back to its original level of:

Item No. of Commodity	Article	Rate of Import Duty	
		Preferential	General
552-02.09	Cleansing preparations without soap (detergents)	6%	12%

Inquiries about the above Notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

Hints to Businessmen visiting Nicaragua

A REVISED EDITION of the booklet on Nicaragua has been published in the series of Hints to Business Men.

British businessmen who intend visiting this country can obtain a copy of the booklet on application to Export Services Branch, Board of Trade, Room F56, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 7146), or to any Regional Office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.

ST. LUCIA

Customs tariff amendments

THE BOARD OF TRADE have received a copy of a Resolution which amends the St. Lucia Customs Tariff by the deletions of items: 112-01.4, 112-03.1, 112-03.2, 112.04.1, 112-04.2, 112-04.3, 112-04.4, 112-04.5, 112-04.6, 112.04.7, 112-04.8, 121-01.2, 122-01, 122-02, 122-03, 511-01, 511-03, 511-04, 512-03, 552-01.9, 522-02.2, 629-01.6, 642-03, 656-01.1, 656-01.2, 664-03, 699-07.1, 699-21.1, 699-21.2, 716-11, 732-01, 851-03.1, and the substitution therefor of the following:

112-01.4	Vermouth	gallon	$1·50 per gallon	$1·80 per gallon
112-03.1	Beer and ale	gallon	$1·60 per gallon	$2·00 per gallon
112-03.2	Stout and Porter	gallon	$1·60 per gallon	$2·00 per gallon
112-04.1	Brandy in bottles and not over-proof	liquid gallon	$6·50 per liquid gallon	$8·00 per liquid gallon
112-04.2	All other	proof gallon	$8·50 per proof gallon	$11·00 per proof gallon
112-04.3	Gin	liquid gallon	$14·00 per liquid gallon	$16·88 per liquid gallon
112-04.4	All other	proof gallon	$17·04 per proof gallon	$20·92 per proof gallon
112-04.5	Rum in bottles and not over-proof	liquid gallon	$8·00 per liquid gallon	$9·68 per liquid gallon
112-04.6	All other	proof gallon	$9·80 per proof gallon	$12·02 per proof gallon
112-04.7	Whisky	liquid gallon	$17·00 per liquid gallon	$20·24 per liquid gallon
112-04.8	All other	proof gallon	$18·84 per proof gallon	$22·68 per proof gallon
121-01.2	Tobacco unmanufactured (leaf containing less than 25% moisture) (including stalks, stems and scraps)	lb.	$3·50 per lb.	$3·50 per lb.
122-01	Cigars and cheroots	lb.	$2·40 per lb.	$2·88 per lb.
122-02	Cigarettes	lb.	$6·00 per lb.	$6·66 per lb.
511-01	Inorganic acids and anhydrides (e.g. nitric, sulphuric, hydrochloric acids)	lb.	5% *ad valorem*	12½% *ad valorem*
511-03	Sodium hydroxide (caustic soda)	lb.	5% *ad valorem*	12½% *ad valorem*
511-04	Sodium carbonate (soda ash)	lb.	5% *ad valorem*	12½% *ad valorem*
512-03	Glycerine	lb.	5% *ad valorem*	12½% *ad valorem*
552-01.9	All other perfumery, cosmetics and toilet preparations, except soaps	lb.	20% *ad valorem*	30% *ad valorem*
552-02.2	Toilet soap in cake or tablet form (including shaving soap and medicated soap)	lb.	10% *ad valorem*	20% *ad valorem*
629-01.6	Rubber tyres for motor trucks and buses	lb. No.	5% *ad valorem*	25% *ad valorem*
642-03.1	Exercise books	lb.	Free	7½% *ad valorem*
642-03.2	Registers, albums, diaries, memorandum books, and other manufactures of writing paper	lb.	25% *ad valorem*	32½% *ad valorem*
656-01.1	Bags and sacks, for packing new or used	lb. doz.	5% *ad valorem*	12½% *ad valorem*
656-01.2	Bags and sacks, new or used, for exportation of local produce	lb. doz.	Free	Free
664-03	Sheet (window) glass, unworked	lb.	5% *ad valorem*	32½% *ad valorem*
699-07.1	Nails, bolts, nuts, washers, rivets, screws and similar articles of all base metals	100 lb.	5% *ad valorem*	12½% *ad valorem*
699-21.1	Metal containers for exportation of produce	100 lb.	Free	2½% *ad valorem*
699-21.2	Metal containers for transport and storage (including empty tin cans)	100 lb.	5% *ad valorem*	12½% *ad valorem*
716-11	Sewing machines, industrial and household	100 lb.	Free	5% *ad valorem*
732-01	Passenger road motor vehicles complete, other than buses or motor cycles (motor cars, station wagons)	100 lb. No.	20% *ad valorem*	40% *ad valorem*
851-03.1	Footwear wholly or chiefly of textile materials with rubber soles	doz. pair	5% *ad valorem*	5% *ad valorem*

Inquiries about the above Notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

CHILE

Amendments to import list

THE FOLLOWING amendments should be made to the new Chilean List of Permitted and Prohibited Imports, notice of which was given in the *Board of Trade Journal* of December 25, 1964. The percentages of prior deposit required and tax surcharge payable (see Col. 3) are the same, unless otherwise stated. If no figure is given, it should be understood that the percentages have yet to be fixed.

Group	Item	Tax/Deposit
61	Below the heading 'Ovens for drying lids' insert: High speed saw blades, containing a minimum of 10% tungsten, 3% chrome and 0·3% vanadium, and less than ⅜ in. wide. Saw blades for cutting metals, double edged, except items on the Prohibited List. Saw blades in general, except items on the Prohibited List.	

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TRINIDAD AND TOBAGO

Import licensing

THE GOVERNMENT of Trinidad and Tobago has reviewed its import licensing requirements (see *Board of Trade Journal* dated January 8, 1955, page 65), and as a result has issued Notice to Importers No. 1 of 1965, dated January 2, 1965.

An import licence is required:

(a) from Sino-Soviet bloc countries, in respect of all goods;

(b) from all other countries, including the United Kingdom, in respect of the goods in the list below.

It should not be assumed that licences will not be granted for the commodities listed, but British exporters are advised to ensure that their customers have obtained permits when these are necessary, before orders are executed. Goods subject to a contract before the new regulations came into force will be given due consideration for licences.

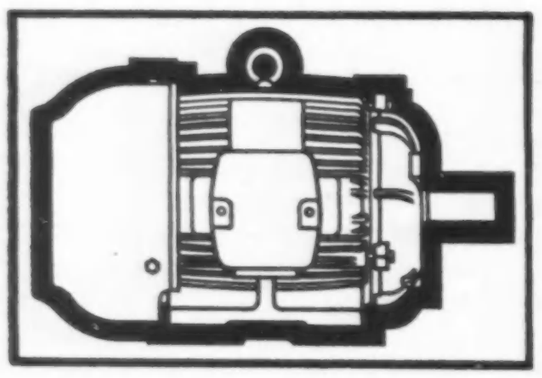
Item Number	Item
001-04	Poultry (live).
011-04	Poultry, killed or dressed.
025-01	Eggs in shells.
025-02	Eggs not in shell, liquid, frozen or dried.
031-01.011 031-01.012	Fish: fresh, chilled or frozen.
042-01	Rice in the husk.
042-02.001	Rice, in small packets for retail.
042-02.019	Rice in bulk.
042-02.029	Broken rice.
048-03	Macaroni, spaghetti, noodles, vermicelli and similar preparations.
051-01 051-02	Citrus fruits, fresh.
051-03	Plantains and bananas, fresh.
051-06.099	Guavas.
051-07.011 051-07.022	Coconuts fresh, whole, dessicated.
053-01	Preserved fruits: whole or in pieces, with or without added sugar, whether in air-tight containers or not.
053-02	Fruits, fruit peel, parts of plants, drained, glaced or crystallized, flavoured or not
053-03	Jams, marmalades, fruit jellies, fruit pulps and pastes, whether in airtight containers or not.
053-04	Fruit juices, unfermented, whether frozen or not (including syrups and natural fruit flavours).
054-02.011	Dried pigeon peas.
054-02.012	Split peas.
061-01.01	Unrefined cane sugar, white crystals.
061-01.02	Unrefined cane sugar, grey crystals.
061.01.03	Unrefined cane sugar, yellow crystals.
061-01.04	Unrefined cane sugar, other types.
061-01.05	Unrefined beet sugar.
061-02.01	Icing sugar.
061-02.09	Other sorts (including loaf, lump, granulated).
081-03	Oil-seed cake and meal and other vegetable oil residues.
091-01.01	Margarine: animal, vegetable or mixed.
091-01.02	Ghee substitute.
091-02.01	Lard.
091-02.09	Other sorts, n.e.s. (dripping, beef, suet, etc.).
Various item Nos.	All foods and food preparations containing saccharine or other artificial sweetening substances.
112-03.01	Beer.
112-03.02	Stout.
Various item Nos.	All beverages and beverage preparations containing saccharin and other artificial sweetening substances.
221-02	Copra.
221-03	Palm kernels.
221-04	Soya beans.
221-05	Linseed (flax seed).
221-06	Cotton seed.
221-09	Oil seeds, oil nuts and oil kernels, n.e.s. (excluding castor seeds).
283-19	Radium (part of item No. including base metal ores and concentrates, n.e.s.).
292-04.01	Tonca beans.
292-05	Coconut seeds for planting.
Group 312	Petroleum, (crude and partly refined).
411-01	Oils from fish and marine animals (refined and unrefined).
411-02.01	Tallow (not refined).
411-02.09	Other (premier jus).
412-01	Linseed oil.
412-02	Soya bean oil (refined and unrefined).
412-03	Cotton seed oil (refined and unrefined).
412-04	Groundnut (peanut) oil.
412-05	Olive oil (refined and unrefined).
412-06	Palm oil.
412-07	Coconut (copra) oil (refined and unrefined).
412-08	Palm kernel oil.
412-19	Oils from seeds, nuts and kernels, n.e.s. (including vegetable tallow).
413-01.01	Oils oxidized, blown or boiled.
413-01.02	Hardened fish oil.
413-02	Hydrogenated oils and fats.
413-03	Acid oils, fatty acids and solid residues from the treatment of oils and fats.
413-04	Waxes of animal and vegetable origin.
512-09.01	Saccharin and other artificial sweetening substances.
533-01.05	Distempers, liquid.
533-03.01	Paints and enamels.
533-03.02	Varnishes and lacquers.
533-03.09	All other (including driers and mastic paints).
551-01	All essential vegetable oils, synthetic perfume and flavouring materials and concentrates, enfleurage greases and mixtures of alcohol and essential oil.
552-02.021	Hard soap in bars blocks, slabs used principally for laundry washing.
552-02.031	Similar hard soaps for laundry washing principally but in cakes or tablets.
552-02.042	Toilet soap in cake or tablet form including shaving soap.
552-02.052	Toilet, liquid or semi-solid soap.
552-02.079	Soap powders, flakes, granules (not for toilet purposes), principally used as washing preparations.
552-02.089	Cleansing preparations without soap (detergents).
552-02.099	Other cleansing preparations.
561-01.01	Ammonium nitrate.
561-01.02	Ammonium sulphate.
561-01.03	Calcium nitrate.
561-01.04	Cyanamide.
561-01.05	Sodium nitrate.
561-01.09	Nitrogenous fertilizers, n.e.s.
611-01.11	Sole leather in primary forms not exceeding 12 lb. per side in weight.
642-01.01	Paper bags (except bags with handles).
642-01.02	Paper bags with handles.
642-01.09	Cardboard boxes and other containers of paper or cardboard.
642-02	Envelopes, paper in boxes, packets, etc.
642-03	Exercise books, registers, albums and other manufactures of writing paper.
642-09	Articles of pulp, of paper and of paperboard, n.e.s. (including cigarette and filter paper cut to size).
653-05.11	Fabrics made wholly of artificial silk when the value for duty purposes does not exceed 35 cents per sq. yd.
653-05.22	Fabrics made of artificial silk mixed with other materials (artificial silk being the chief component by weight), when the value for duty purposes does not exceed 35 cents per sq. yd.
661-02.09	Cement.
699-21	Metal containers for transport and storage (including empty tin cans).
732-06	Motor vehicle radiators.
735-09	Ships and boats, n.e.s.
821-01	Wood furniture and fixtures.
821-02	Metal furniture and fixtures.
821-09	Furniture, n.e.s.
841-01.5	Socks of synthetic materials for men and boys.
841-02.01	Vests for men and boys.
841-02.02	Vests for women and girls.
841-02.03	Knitted underwear for men and boys except vests.
841-02.07	Undergarments for infants.
841-02.081	Shirts for men and boys when the value for duty purposes does not exceed $6.00 c.i.f. per dozen.
841-02.082	Shirts for men and boys when the value for duty purposes exceeds $6.00 but does not exceed $11.00 c.i.f. per dozen.
841.02.089	Shirts for men and boys when the value for duty purposes exceeds $11.00 c.i.f. per dozen.
841-02.091	Shirts for women and girls when the value for duty purposes does not exceed $6.00 c.i.f. per dozen.
841-02.092	Shirts for women and girls when the value for duty purposes exceeds $6.00 per dozen but does not exceed $11.00 c.i.f. per dozen.
841-02.099	Shirts for women and girls when the value for duty purposes exceeds $11.00 c.i.f. per dozen.
841-19.04	Neckties and bows.
841-19.05	Brassieres.
841-19.09	Girdles and similar foundation garments.
892-09.13	Calendars.
892-09.99	All other printed matter on paper or cardboard, n.e.s.
899-04	Prepared ornamental articles.
899-07	Table and other household (including Hotel and Restuarant) and art articles of plastics.
899-11	Articles made of plastics, n.e.s.
991-01	Gold coin and bullion.
991-02	Unrefined gold.
991-03	Partly worked gold including plate, sheet, wire and other gold products in which the value of the gold is 80 per cent or more of the total value.

Inquiries about the above Notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

Food and Drugs Regulations

THE FOOD AND DRUGS REGULATIONS, 1965, made under Section 25 of the Food and Drugs Ordinance, 1960, came into effect from January 1, 1965. A copy of the above Ordinance and Regulations, together with Orders made under Section 3 of the principal Ordinance may be seen at Export Services Branch (Tariff Section), Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

65/B



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IRISH REPUBLIC

Restrictions on importation of certain textile yarns, textile made-up articles and textile piece-goods

(a) **Certain textile yarns and textile made-up articles**

1. The Revenue Commissioners of the Irish Republic have announced that, by virtue of Orders entitled the Control of Imports (Quota No. 51) (Miscellaneous Textiles) Order, 1964, and the Control of Imports (Quota No. 51, First Period) (Miscellaneous Textiles) Order, 1964, made by the Government of the Republic under the Control of Imports Acts, restrictions have been placed on the importation of goods falling within the following headings of the Customs and Excise Tariff which have been manufactured in certain specified countries:

Tariff Headings	Short Description
Goods specified at tariff heading numbers 51.01 (B), 56.05 and 56.06 (A).	Yarns of man-made fibres.
Goods specified at tariff heading numbers 52.01 (A) and 52.01 (B) (1).	Metallized yarns.
Goods specified at tariff heading numbers 54.03 (A), 54.03 (B), 54.03 (C) (1), 54.04 (A) and 54.04 (B) (1).	Yarns of flax or ramie.
Goods specified at tariff heading numbers 55.05 and 55.06.	Yarns of cotton.
Goods specified at tariff heading number 57.06 . .	Yarns of jute.
All goods specified at tariff heading numbers in Chapter 60, but excluding those specified at tariff heading numbers 60.01, 60.05 (D) (2), 60.06 (A) and 60.06 (B).	Knitted or crocheted goods.
Goods specified at tariff heading numbers 61.01 to 61.10 inclusive and 61.11 (B).	Articles of apparel and clothing accessories of textile, other than knitted or crocheted.
Goods specified at tariff heading numbers 62.01, 62.02 (A), 62.02 (C), 62.02 (D) (1), 62.02 (D) (2) (a), 62.03, 62.04 (A), 62.04 (B) and 62.05, but excluding those specified at tariff heading numbers 62.05 (F) and 62.05 (R) (2).	Other made-up textiles – blankets, bed linen, towels, etc., sacks and bags.
Goods specified at tariff heading numbers 94.04 (A), 94.04 (B) (2), 94.04 (C) to 94.04 (E) inclusive and 94.04 (F) (1).	Mattress supports and certain other articles of bedding or similar furnishing.

The specified countries are:

Japan, Czechoslovakia, Rumania, India, Malaysia, Macao, People's Republic of China, Hungary, Hong Kong, China (Nationalist), Bulgaria, Poland, East Germany, Pakistan, Yugo-Slavia, USSR.

2. **Exemptions.** – The following classes of goods are exempted from the quota restriction:

(i) while the quota of £100,000 (see paragraph 4) is unexhausted, goods in post parcels, the aggregate value of which in any one mail addressed to the same person or firm does not exceed £20, and

(ii) goods of the kinds indicated in the Appendix to this Notice.

3. **Licence.** – There is provision for the issue of licences authorizing importation of the goods affected. The question of the issue of such licences is one for consideration by the Department of Industry and Commerce, Kildare Street, Dublin 2.

4. **Date of operation.** – The restriction will come into operation in the following manner: (a) as from January 6, 1965, the importation of the goods is prohibited except under licence; (b) in the period from February 1 to December 31, 1965, importation will be allowed up to a maximum total value of such goods of £100,000 (apart from exempted and licensed goods). If this quota is exhausted before December 31, 1965, importations for the remainder of the calendar year 1965 may be effected only under licence.

For the purposes of (a) and (b) the date of importation is:

for (a), the date on which the importing conveyance is reported under the Customs Acts, and

for (b), the date of acceptance of the relative Customs Entry.

5. **Dual restriction on certain hose.** – Hose (other than half-hose) made wholly or partly of silk or artificial silk, is already subject to restriction on importation under the Control of Imports (Quota No. 12) Order, 1935, as amended. Such hose is now subject, in addition, to the new restriction when manufactured in the specified countries. Two licences, therefore, may be necessary to exempt such goods from import restriction.

6. **Entry requirements.** –

(a) for goods claimed to have been manufactured elsewhere than in a specified country:

Where goods of a kind restricted by the Order are claimed to have been manufactured *elsewhere than in the specified countries*, evidence of origin will be necessary. A form of Certificate of

(*Continued on next page*)

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IRISH REPUBLIC, *continued*

Origin (Cu 120(C)) has been prescribed for this purpose and copies may be obtained free of charge from the Collector of Customs and Excise at any Custom House. Articles are regarded as manufactured in an 'exempt' country if at least 25 per cent of their cost of manufacture is due to labour in that country, in accordance with the regulations set out on the reverse of Form Cu 120(C). It is open to the manufacturer to show the qualifying percentage of value as being due to more than one 'exempt' country. As the onus of establishing exemption on the ground of origin rests with importers, they should, in their own interest, ensure that certificates of origin are completed by suppliers in 'exempt' countries in respect of goods of a kind affected by the Order. For this purpose copies of the form should be forwarded to the suppliers. Certificates of origin presented for the purpose of claiming preferential rates of duty may be used for claiming exemption under these quota restrictions.

(b) for goods manufactured in the specified countries:

While the quota of £100,000 is unexhausted, a claim to admission under the quota must be made and an additional copy of the entry marked 'Money Quota' must be submitted.

While the quota of £100,000 is not in operation, importation of the goods affected may be allowed only if covered by licence. Additional copies of entries will not be required except as specified above.

APPENDIX

ARTICLES EXEMPTED FROM THE PROHIBITION

(a) Goods which are imported under and in accordance with a licence in that behalf authorizing such importation notwithstanding the said prohibition;

(b) re-imported goods and goods imported in substitution for goods which themselves had been imported under licence *specifically related to the prohibition*;

(c) goods which are shown, to the satisfaction of the Revenue Commissioners, to be designed, constructed and intended solely for use for scientific, medical or surgical purposes;

(d) goods which are shown, to the satisfaction of the Revenue Commissioners to be imported:

(i) solely for use as samples or models, or

(ii) for use exclusively in a stage play or other dramatic or musical representation or performance, or

(iii) for further manufacture and subsequent exportation, or

(iv) solely for the purpose of any competition, exhibition, show or demonstration or any similar purpose and are not intended to be sold or offered for sale in the State, or

(v) temporarily only, or

(vi) by passengers as part of their personal effects in quantities which are reasonable having regard to the circumstances, or

(vii) as a gift from a person outside the State to a person resident in the State, or

(viii) for such purposes and in such circumstances that the importation thereof without payment of any duty of customs could lawfully be permitted by virtue of Section 17 (articles imported on transfer of residence), or of paragraph (a) (articles imported as wedding presents), or paragraph (b) (articles inherited under a will or by virtue of an intestacy), or paragraph (h) (articles imported for or on behalf of the Post Office of Great Britain and Northern Ireland for use in the maintainence or repair of postal, telegraphic, or telephonic communications) of Section 18 of the Finance Act, 1936 (No. 31 of 1936), or of Section 18 of the Finance Act, 1946 (exemptions from duty for international air services) (No. 15 of 1946).

(b) **Certain textile piece-goods**

1. The Revenue Commissioners of the Irish Republic have announced that by virtue of an Order entitled the Control of Imports (Quota No. 52) (Miscellaneous Textile Piece Goods) Order, 1964, made by the Government of the Republic under the Control of Imports Acts, restrictions have been placed on the importation on or after January 6, 1965, of goods falling within the following headings of the Customs and Excise Tariff which have been manufactured in certain specified countries:

Tariff Headings	Short Description
Goods specified at tariff heading numbers 50.09 (A), 50.09 (B), 50.09 (C), 50.10 (A), 50.10 (B) and 50.10 (C), but excluding those specified at 50.09 (C) (2) (b) (ii) and 50.10 (C) (2) (b) (ii).	Woven fabrics of silk, waste silk or noil silk.
Goods specified at tariff heading number 51.04 . .	Woven fabrics of man-made fibres (continuous).
Goods specified at tariff heading number 54.05 . .	Woven fabrics of flax or of ramie.
Goods specified at tariff heading numbers 55.07, 55.08 and 55.09.	Woven fabrics of cotton.
Goods specified at tariff heading number 56.07 . .	Woven fabrics of man-made fibres (discontinuous or waste).
Goods specified at tariff heading number 57.10 . .	Woven fabrics of jute.
Goods specified at tariff heading number 58,04, but excluding those specified at 58.04 (B) (1) (b) and 58.04 (B) (3).	Woven pile fabrics and chenille fabrics.
Goods specified at tariff heading numbers 59.07, 59.08, 59.09, 59.11, 59.12, but excluding those specified at 59.07 (C) (1), 59.07 (C) (2) (b) (ii) (11), 59.08 (B) (2), 59.09 (B) (2) (b) (ii) (11), 59.11 (C) (1), 59.11 (C) (2) (b) (ii) (11) and 59.12 (E) (2) (b) (ii) (11).	Certain coated or treated fabrics.
Goods specified at tariff heading numbers 60.01, 60.06 (A) (1), 60.06 (B) (1), but excluding 60.01 (B).	Certain knitted or crocheted fabric.

The specified countries are:

Japan, Czechoslovakia, Rumania, India, Malaysia, Macao, People's Republic of China, Hungary, Hong Kong, China (Nationalist), Bulgaria, Poland, East Germany, Pakistan, Yugoslavia, USSR.

2. **Exemptions.** – Goods of the kind indicated in the Appendix to this Notice are exempted from the restriction.

3. **Licence.** – There is provision for the issue of licences authorizing importation of the goods affected. The question of the issue of such a licence is one for consideration by the Department of Industry and Commerce, Kildare Street, Dublin 2.

4. **Date of importation.** – For the purpose of this quota restriction the date of importation is the date on which the importing conveyance is reported under the Customs Acts.

5. **Dual restriction on certain piece-goods.** – This restriction is in addition to the existing quota restrictions on certain piece-goods particulars of which are shown in Notices Nos. 680 and 714. Two licences may, therefore, be necessary to exempt such goods from import restriction.

6. **Entry requirements.** – Where goods of a kind specified in the Order are claimed to have been manufactured *elsewhere than in the specified countries*, evidence of origin will be necessary. A form of certificate of origin has been prescribed (Form No. Cu. 120(C)). Copies may be obtained free of charge from the Collector of Customs and Excise at any Custom House. As the onus of establishing exemption on the ground of origin rests with importers, they should, in their own interest, ensure that certificates of origin are completed by suppliers in 'exempt' countries in respect of goods of a kind affected by the Order. For this purpose sufficient copies of the form should be forwarded to the suppliers. Certificates of origin presented for the purpose of claiming preferential rates of duty may be used for claiming exemption under these quota restrictions.

For the purposes of the Order cotton piece-goods of the kind subject to the Quota No. 45 Order (see Notice No. 714) are not regarded as having been manufactured in an exempt country unless at least 50 per cent of their value is derived from expenditure incurred in that country in respect either of materials produced in that country which form part of such goods or of work done in that country in relation to such goods or of both such materials and such work. The criteria for other piece-goods is 25 per cent of their value so derived. It is open to the manufacturers to show the qualifying percentage of value as being due to more than one 'exempt' country.

7. The Government of the Republic has also made an Order entitled the Control of Imports (Quota No. 52, First Period) (Miscellaneous Textile Piece Goods) Order, 1964, which specifies a quota of 12 million square yards for the period February 1, 1965, to December 31, 1965, for goods subject to the Control of Imports (Quota No. 52) (Miscellaneous Textile Piece Goods) Order, 1964.

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APPENDIX
ARTICLES EXEMPTED FROM THE PROHIBITION

(a) Articles which are imported under and in accordance with a licence in that behalf authorizing such importation not withstanding the said prohibition;
(b) re-imported goods and goods imported in substitution for goods which themselves had been imported under licence *specifically related to the quota restriction:*
(c) articles which are shown, to the satisfaction of the Revenue Commissioners, to be designed, constructed and intended solely for use for scientific, medical or surgical purposes;
(d) articles which are shown, to the satisfaction of the Revenue Commissioners, to be of the nature of blanketing or felt and to be imported solely for use in an industrial process other than the manufacture of saddlery, harness, blankets, rugs, and personal clothing or wearing apparel;
(e) articles which are shown, to the satisfaction of the Revenue Commissioners, to be imported:
  (i) solely for use as samples or models, or
  (ii) for use exclusively in a stage play or other dramatic or musical representation or performance, or
  (iii) for further manufacture and subsequent exportation, or
  (iv) solely for the purpose of any competition, exhibition, show or demonstration or any similar purpose and are not intended to be sold or offered for sale in the State, or
  (v) temporarily only, or
  (vi) by passengers as part of their personal effects in quantities which are reasonable having regard to the circumstances, or
  (vii) as a gift from a person outside the State to a person resident in the State, or
  (viii) for such purposes and in such circumstances that the importation thereof without payment of any duty of customs could lawfully be permitted by virtue of Section 17 (articles imported on transfer of residence), or of paragraph (a) (articles imported as wedding presents), or paragraph (b) (articles inherited under a will or by virtue of an intestacy) or paragraph (h) (articles imported for or on behalf of the Post Office of Great Britain and Northern Ireland for use in the maintenance or repair of postal, telegraphic or telephonic communications) of Section 18 of the Finance Act, 1936 (No. 31 of 1936), or of Section 18 of the Finance Act, 1946 (exemptions from duty for international air services) (No. 15 of 1946).

Any further information about these restrictions may be obtained on application to the Secretary, Revenue Commissioners, Dublin Castle, Dublin 2; to the Collector of Customs and Excise at any Custom House, or to any Officer of Customs and Excise in the Republic.

Import quotas

THE IRISH REPUBLIC authorities have announced the following quotas under the Control of Imports Acts, 1934 to 1964:

Quota Order	Commodity	Quota Period	Quota
No. 1	Motor tyres	February 1, 1965, to January 31, 1966.	73,000 articles
No. 2	Cycle tyres	February 1, 1965, to January 31, 1966.	200 articles

Customs (Sale) forms

A NOTICE about the sources of supply of Irish Republic Customs forms was published in the *Board of Trade Journal* on January 8 (page 79).

In addition to the addresses given, limited supplies of Certificates of Origin 119 (Sale), 120 (Sale), 120A (Sale), 121 (Sale), 122 (Sale), and 132 (Sale) can be obtained from: The Collector, H.M. Customs and Excise, Eastown House, 5 Lincoln Street, Nottingham.

BENELUX

Amendments to customs import tariff

A BELGIAN Royal Decree of December 18, 1964 (*Moniteur Belge*, No. 249, of December 25), and a Netherlands Royal Decree of December 18, 1964 (*Staatsblad*, No. 527, 1964), provide for reductions in the Benelux Customs Tariff on imports from other EEC countries in accordance with the conditions of the European Economic Community, *with effect from January* 1, 1965 (see *Board of Trade Journal* of December 18, page 1353, for information on Tariffs in the European Economic Community).

The text of the above-mentioned Decrees (in French and Dutch respectively) may be seen at Export Services Branch (Tariff Section), Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 479).

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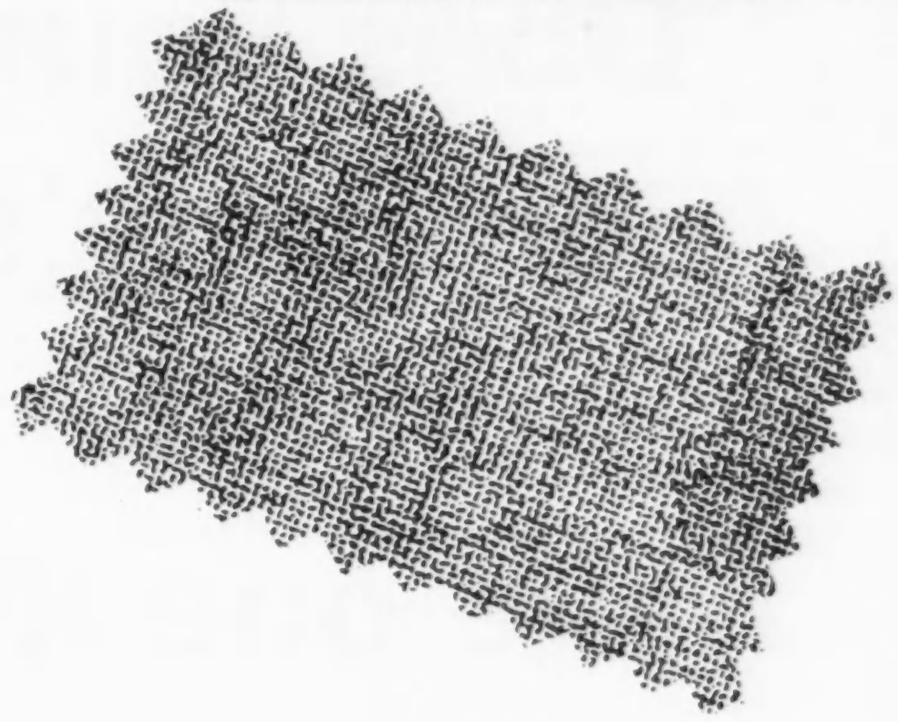

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THE NETHERLANDS

Import duty tariff quotas

A NETHERLANDS Ministerial Order, No. D4/9787, of December 18, 1964 (*Nederlandse Staatscourant*, No. 247, of December 18), contains an **amendment** (reproduced below) to the list of goods to be admitted free of import duty up to an annual quota specified against each item when imported from **non-EEC** countries.

Goods imported under the terms of this Order may **not** be re-exported from the Netherlands before they have undergone some form of further manufacture or treatment. (Cleaning, sifting, washing, dyeing, bottling, packing in bags, affixing labels, etc., will not be regarded as having been further manufactured or treated.)

The Order came into force from December 20, 1964.

AMENDMENT

Tariff No.	Description of Goods	Annual Quota (Quantity: Metric tons)	
		OLD (Prior to December 20, 1964)	NEW (From December 20, 1964)
73.02 C	Ferro-silicon	3,500	4,000

A previous notice on The Netherlands Import Duty Tariff Quotas was published in the *Board of Trade Journal* on January 1, 1965, page 44.

FEDERAL REPUBLIC OF GERMANY

Liberalization of imports

THE FEDERAL GERMAN AUTHORITIES have announced the liberalization of the following items with effect from January 1, 1965.

Tariff No.	Description
2006 79 . .	(1) Figs (preserved). (2) Roasted and salted peanuts, cashew nuts, other nuts, almonds and mixtures thereof. (3) Cocktail and Maraschino cherries in glass jars (weight of contents up to 8 ozs.).

All inquiries relating to this notice should be addressed to Export Services Branch (Tariff Section), Board of Trade, Room E.11, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 449).

PORTUGAL

Three-Year Interim Investment Plan

IT WAS REPORTED in the *Board of Trade Journal* of December 4, 1964, that the Portuguese 1965/7 Three-Year Interim Investment Plan had been passed to the appropriate legislative bodies for consideration and approval.

The British Embassy in Lisbon report that approval has now been given to the Plan and that only slight editorial amendments have been made.

SPAIN

Customs duty on butter

IN THE *State Gazette* of December 21, 1964, the Spanish authorities announced that the import duty on butter (Spanish customs tariff heading 04.03) has been suspended for three months.

Inquiries about this notice should be made to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460 or 462).

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

BRITISH GOVERNMENT CONTRACTORS

These announcements are restricted to firms and companies on the lists of Contractors to H.M. Government Departments.

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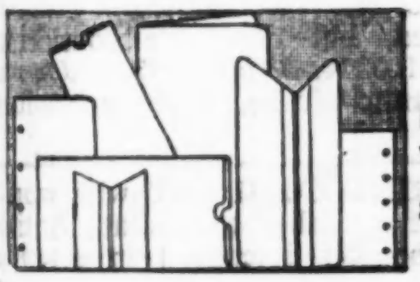

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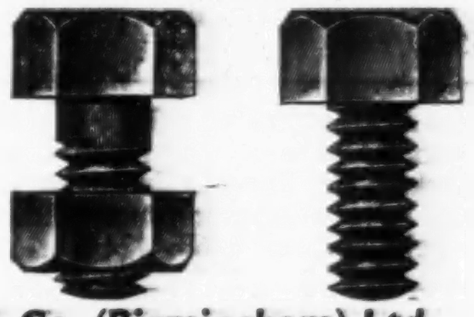

Abis & Co. (Birmingham) Ltd
Dennis Road, Sparkbrook, Birmingham 12
Telephone: South 3781 (6 lines)

CYPRUS

Development Estimates, 1965

THE CYPRUS HOUSE OF REPRESENTATIVES recently approved the Development Estimates for 1965. These envisage the investment of £12,000,000, in addition to the Ordinary Budget expenditure of £16,000,000. A breakdown of the Development Budget is as follows:

Electrification	£3·6 million
Telecommunications	£1·4 million
Water Resources	£1·9 million
Agriculture	£0·98 million
Infrastructure (Roads, Ports and Airports)	£1·9 million
Minor Rural Development Projects	£0·29 million
Tourist Development	£0·73 million
Industrial Development	£0·155 million
Forest Development	£0·147 million
Social and other Services	£0·5 million

In commenting on water supplies, the Minister of Finance said that £2·15 million had been spent on the supply of water to villages between 1961 and 1964, and that he was hopeful that by the end of 1965 only a handful of villages in the whole of Cyprus would be without a piped water supply.

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms, are published each week in the Board of Trade Journal *under the heading 'Information for United Kingdom Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*

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N.A.T.O. COMMON INFRASTRUCTURE SLICE VI NAVAL BASE INSTALLATIONS

N.A.T.O. reference: AC/4(PP) D/2656

FINAL NOTICE is hereby given that International Competitive Bids will be invited on or about February 15, 1965, for the supply and delivery of the following electrical equipment to a Depot being built in Scotland. This is a re-call for bids for the equipment originally included at Item 2(h) of the Final Notice issued in August, 1962 under the above N.A.T.O. reference.

Separate tenders will be required for each of the items listed below and firms may tender for any or all of the items:- (a) 2 No. Frequency changing motor generator sets. Input 415 volt, 50 c/s, 3 phase; Output 2.5 kVA, 118 volt, 2,300 c/s, single phase. Approximate value £1,200 each. (b) 1 No. Frequency changing motor generator set. Input 415 volt, 50 c/s, 3 phase; Output 10 kVA, 120 volt, 60 c/s, 3 phase. Approximate value £1,500. (c) 1 No. Frequency changing motor generator set. Input 415 volt, 50 c/s, 3 phase; Output 25 kVA, 120 volt, 60 c/s, 3 phase. Approximate value £2,000.

The closing date for bids will be on or about March 31, 1965.

Firms wishing to bid should formally notify their desire by application to the address below by February 1, 1965.

Within one week of the closing date for receipt of applications to bid, firms wishing to be invited must forward the following information:- (i) Statement of financial resources and evidence of financial stability. (ii) Details of recent contracts completed for work of a comparable nature, including an indication of the value.

Enquiries regarding bidding must be made to:- Ministry of Public Building and Works, Supplies Division (P6c), Southbridge House, Southwark Bridge Road, London, S.E.1.

All correspondence must bear the reference SP. 65047/P6c.

NISSEN AND ROMNEY TYPE BUILDINGS. Large stocks of new and reconditioned buildings, packed for Export. Enquiries to: Naylors (Bilston) Ltd., Wolverhampton Street, Bilston, Staffs. Tel.: Bilston 41689-42448.

THE METAL PERFORATORS J. & F. POOL LTD., invite perforating inquiries from industry – J. & F. Pool Ltd., Hayle, Cornwall. Tel.: Hayle 3213. Telex 45286.

'HOW TO FIND US' (Approach Road) Maps prepared to order; maps to show the way to houses, factories, offices, etc. Anthony Fyffe, Map Compilers, Bourne Chambers, St. Peter's Road, Bournemouth.

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MANUFACTURING COMPANY with world wide sales facilities wishes to contact British Engineering Companies interested in entering or developing their activities in the export market. Box No. M10276, *Board of Trade Journal*, Room D94, Atlantic House, Holborn Viaduct, E.C.1.

Index to statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

Title	*Last published*
Balance of payments (Q)	8 Jan. 1965
Business names registered (A)	7 Feb. 1964
Capital expenditure:	
By industry – provisional (Q)	11 Dec. 1964
– final (Q)	9 Oct. 1964
Distributive and service trades (A)	1 Jan. 1965
Expected capital expenditure (6-M)	16 Oct. 1964
Cars and commercial vehicles (M)	1 Jan. 1965
Catering trades turnover (M)	This week
Chemical industries production (6-M)	30 Oct. 1964
Companies:	
Income and finance (Q)	6 Nov. 1964
New companies registered (M)	1 Jan. 1965
Property companies (A)	6 Nov. 1964
Engineering and electrical goods:	
Deliveries of certain products (Q)	1 Jan. 1965
Production, exports and orders (M)	1 Jan. 1965
Film industry:	
British film fund agency returns (M)	8 Jan. 1965
Cinema admissions and takings (M)	11 Dec. 1964
Overseas payments and earnings (A)	25 Sept. 1964
Registrations of films (A)	28 Feb. 1964
Trends in film-going (A)	25 Sept. 1964
Food consumption levels (A)	2 Oct. 1964
Foreign trade:	
Commonwealth trade (A)	30 Oct. 1964
Sterling area trade summary (Q)	6 Nov. 1964
Trends in exports of manufactures (A)	27 Nov. 1964
World trade and production (Q)	4 Dec. 1964
Foreign trade of the U.K.:	
Trade by air (6-M)	13 Nov. 1964
Unit value and volume index nos. (M)	8 Jan. 1965
Value of overseas trade (M)	1 Jan. 1965
Gold and dollar reserves (M)	8 Jan. 1965
Hire purchase:	
Assets and liabilities of HP companies (Q)	20 Nov. 1964
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Provisional figures (Q)	30 Oct. 1964
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Census, first results (A)	27 Dec. 1963
Index nos. (M)	25 Dec. 1964
N. Ireland index (M)	1 Jan. 1965
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Investments and earnings overseas (6-M)	7 Aug. 1964
Pension funds:	
Assets (A)	10 July 1964
Transactions (Q)	27 Nov. 1964
Retail prices index (M)	25 Dec. 1964
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Man-made fibres production (M)	This week
Wholesale houses sales (M)	25 Dec. 1964
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Tourism:	
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UK tourist traffic (M)	1 Jan. 1965
Wholesale prices:	
Average prices of selected commodities (A)	21 Feb. 1964
Index nos. (M)	This week

Board of Trade Departments, etc.

Subject	*Last published*
Board of Trade Addresses	28 Feb. 1964
Board of Trade Regional Organization	1 Jan. 1965
British and Commonwealth Chambers of Commerce and other British Business Organizations Overseas	25 Sept. 1964
British Commercial Representatives Overseas	6 Nov. 1964
Directory of Board of Trade Departments and their work	14 Aug. 1964
ECGD Local Offices	4 Dec. 1964
Official Receivers' Offices	24 July 1964
United States Consular Offices in the UK	14 Aug. 1964

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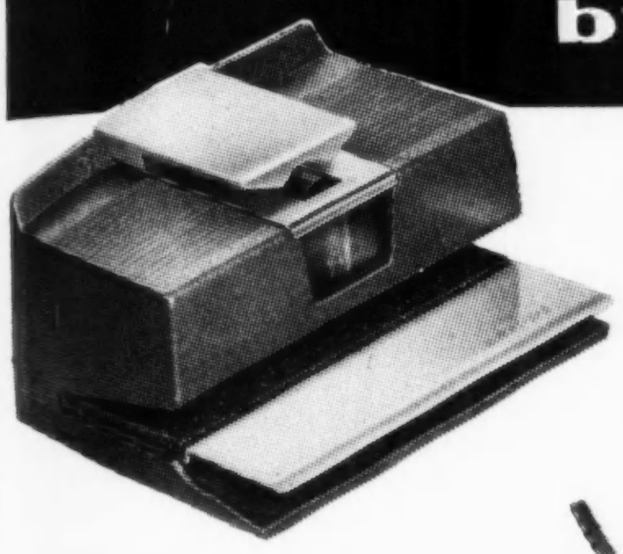

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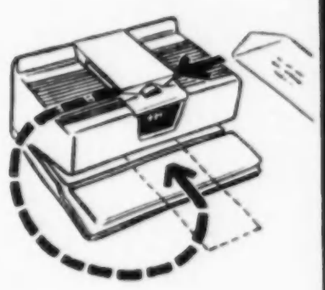

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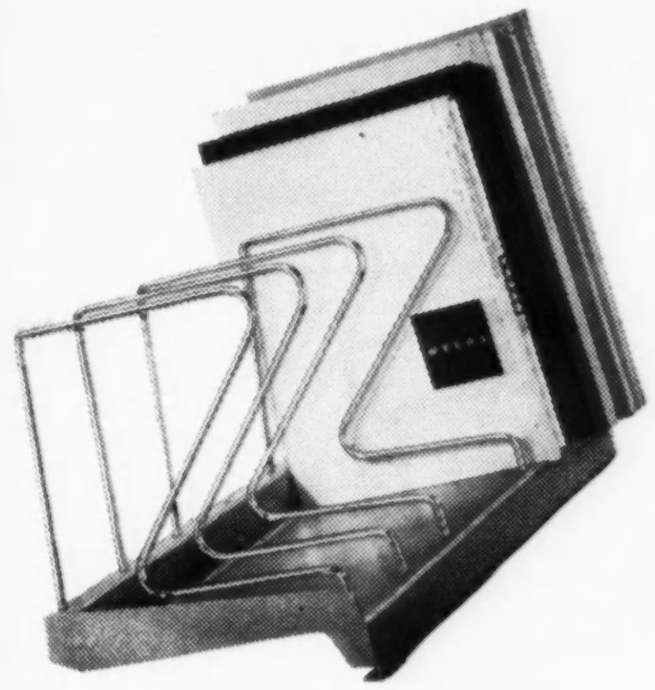

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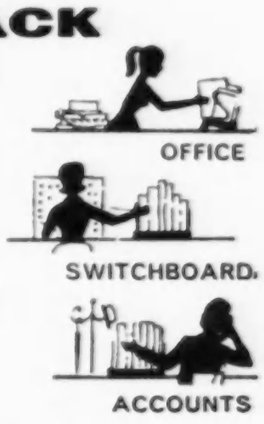

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